

**How to profit when companies get together**  
p8

**The great kick-off**  
p13

**Reagan's conservative gamble**  
p14

**FLEET STREET**  
p15

**Battle of the bingo barons**

**The long, long road to the Falklands**  
p15

**Clouds over Ayckbourn's summer**  
p12

### WORLD NEWS

#### Sikhs hijack Indian Airlines jet

Six Sikhs yesterday hijacked an Indian Airlines Boeing 737 on a flight from Chandigarh to Srinagar and forced it to fly to Lahore, Pakistan, threatening to kill the passengers unless the plane was refuelled for a flight to the U.S.

The hijackers also demanded political asylum and the release of 14 Sikhs held for earlier hijacks. The plane with 81 passengers and six crew then flew to Karachi.

#### Embassy attacked

Gunmen fired rocket-propelled grenades at the British Embassy in Beirut extensively damaging it but there were no casualties. The Saudi Consulate was set on fire by armed men. Page 2

#### Johannesburg blast

A rush-hour bomb blast in Johannesburg severely damaged a building housing government offices and injured three policemen and several passers-by.

#### Eta rejects offer

The Basque guerrilla group Eta rejected an offer by Spanish Interior Minister Jose Barriomueco to negotiate an end to separatist violence. The offer, a "childish game" involving no change to Madrid's position. Page 2

#### Publisher's notice

The Financial Times will not be published on Bank Holiday Monday, August 27.

#### Housing benefit

From September 1 foreign students will no longer be eligible for housing benefit—other than those from EEC countries or from countries that have signed the European Convention on Social and Medical Assistance.

#### Ram Lal resigns

Andhra Pradesh Governor Ram Lal, centre of a political row over his sacking of the state's chief minister N. T. Rama Rao, announced he would resign. Page 2

#### Monarch steps down

The world's second longest reigning monarch, Prince Franz Josef II of Liechtenstein, will hand over power tomorrow to his son, Crown Prince Hans Adam.

#### Mini's birthday

The Mini celebrates its 25th birthday this weekend. Austin Rover is taking over Donington Park race track near Leicester tomorrow for a free "all-welcome" party in its honour. Page 3

#### Yours truly

The Dutch general post office will begin selling cassettes from November 1 to people wanting to send spoken letters to relatives and friends throughout the world. Only Sweden and Denmark have a similar service.

#### Sri Lanka 434 for 4

The Sri Lanka Test side stormed to 434 for 4 at Lord's with Sixth Wicketmyn standing at 187 not out and L. R. D. Mendis scoring an unbeaten 100.

#### Financial Times

We apologise for any typographical errors in this edition caused by production difficulties in the reading department.

### BUSINESS SUMMARY

#### Rolls-Royce predicts cut in losses

ROLLS-ROYCE, state-owned aero-engine maker, is heading for a substantially improved financial performance in 1984 after last year's net loss of £196m, chairman Sir William Duncan said.

Sir William said losses might be reduced by as much as £100m this year, although he gave no further details. He was confident the company would get back to a sustained period of profits. Back Page

#### GRAND Metropolitan, hotels and leisure group, made an agreed offer of about £95m for U.S. health company Quality Care, which made pre-tax profits of \$4.6m in the year to November 1983.

#### EQUITIES proved resilient in the face of a call for a national dock strike, with private investors again relatively active. The FT Industrial Ordinary



index, up 5.8 at 2 pm, eased back as business slowed to a trickle to end 1.6 up on the day at 836.8. The FT-Actuaries All-Share Index gained 0.6 per cent to 518.11. Page 20

#### STERLING eased in quiet trading ahead of the holiday weekend, losing 65 points to \$1.3065. It was also lower against other major currencies, closing at DM 3.75 (DM 3.7225) and FF 11.53 (FF 11.555). The pound's trade weighted index fell from 77.9 to 77.3. Page 19

#### TATE & LYLE'S £34m bid for Brooke Bond was cleared by the Office of Fair Trading as the battle between the two food groups intensified. Back Page

#### SOVIET UNION notified customers of a 25 cent per barrel increase to \$27.70 in the contract price of its Urals Blend crude from the beginning of September.

#### VICTOR POSNER, Miami-based investor, offered \$1.255bn (£396m) for City Investing's Rheem Manufacturing subsidiary, and its printing units World Color Press and Garco. Topping a \$1.25bn agreed bid from an investor group led by Kohlberg Kravitz Roberts and Merrill Lynch Capital Markets. Page 17

#### EAT INDUSTRIES, the tobacco, insurance, brewing and leisure concern, won the go-ahead from the West German cartel office to take a majority stake in Herten, West German retail stores group. Page 16

#### MAYBOX GROUP, formed to acquire the West End theatre interests of Associated Newspapers, is seeking £3.2m from investors to finance its plans. Page 16

#### TOYOTA MOTOR, of Japan lifted unconsolidated net profits by 25 per cent to ¥251.6bn (£798m) for the year ended June 1984, on sales up 12 per cent to ¥5,473bn. Page 17

## Dock strike starts but ferries exempted

BY BRIAN GROOM AND MARK MEREDITH

DOCKERS at Hull, Liverpool, Dover, Teessport, the Port of London Authority and Scotland's 12 largest ports had walked out by last night, as the second national dock strike within six weeks got under way in Britain.

The two main rail unions and the National Union of Seamen gave immediate backing last night by instructing members not to cross dockers' picket lines.

Union delegates representing 35,000 docks and waterways workers called yesterday for the strike to start immediately—or at least as soon as they could report back to their members. They do not intend to hit passenger ferry traffic.

The strike is over the British Steel Corporation's alleged use of "scab" labour to man the Ostia, a ship now unloading coal for Ravensaraig steelwork at Hunterston terminal on the Clyde.

Dockers at other ports will meet over the next few days. The dominant Transport and General Workers' Union and the smaller General, Municipal and Boilermakers' Union hope at least to bring out members

in the 78 ports covered by the national dock labour scheme, which handle 70 per cent of the country's seaborne trade.

Representatives from Dover and Felixstowe, the two biggest non-scheme ports, opposed the strike call yesterday at the delegate conference, which voted by 78 to 11 for the stoppage.

Dover shop stewards went into emergency session last night, while dockers at Felixstowe are unlikely to meet before Tuesday. If these two ports were to keep working, as seems likely, damage to the economy would be reduced.

London shop stewards were issuing orders last night for pickets to be sent to Dover and Felixstowe. Meanwhile, Mr Arthur Scargill and Mr Peter Heathfield, respectively president and general secretary of the National Union of Mine-workers, attended a meeting of transport unions in London to discuss the dock strike, but no statement was issued.

Mr Jimmy Knapp, general secretary of the National Union of Railwaymen, said the rail unions' instruction not to cross picket lines could affect

## One-day stoppage to back miners may be dropped

BY PHILIP BASSETT, LABOUR CORRESPONDENT

PROPOSALS for a one-day general strike in support of the miners are likely to be abandoned, principally because of opposition from the National Union of Mine-workers itself.

The call for a stoppage is due to be put to the annual Trades Union Congress.

Some TUC leaders have been alarmed by the suggestion from the left-led Furniture, Timber and Allied Trades Union that in co-operation with the NUM the TUC's governing General Council should organise "a day of solidarity action as soon as practicable."

NUM leaders are understood to have expressed fears that such a strike call would help divide Congress in Brighton at a time when the miners needed unity from the TUC. They also doubt whether a stoppage would attract much support.

Four years ago, in spite of strong and sustained opposition from the TUC, the furniture workers successfully proposed a day of action against the Government's economic policies, but the subsequent stoppage was widely seen as a failure.

However, in an attempt to indicate the union's likely

action, he said: "We shall not do anything which damages the cause of the miners, or their case."

The union's delegation had the power to withdraw the one-day strike call, he said. "If the miners are wishing to talk to us about withdrawing that would be a governing consideration."

Yesterday the National Coal Board cleared up the confusion surrounding new proposals for talks with the NUM from Mr Stan Orme, Labour's energy spokesman, following their disclosure in a television debate this week by Mr Arthur Scargill, the NUM president.

Mr Ian MacGregor, the NCB chairman, was unable to recall the proposals in the debate, and this caused 14 unions from all parts of the unions' political spectrum to call talks to see whether the proposals were worth considering.

The NSB issued the central part of Mr Orme's proposals. At their last talks the two sides were irreconcilably divided over the NCB's use of the word "should improve their and our efficiency." The acquired companies would continue to trade under their present names.

The acquisition gives Unipart another 120 branch outlets in the UK and said Mr Neill, another 30,000 accounts in the motor trade. "The companies are strong in engine components, have a good-quality image and a well established all-makes supply business."

While he would not comment on further acquisitions, he said that "some companies are very close to disappearing in the near future."

Background, Page 3

## Unipart in £15m expansion deal

BY JOHN GRIFFITHS

UNIPART GROUP, BL's parts and accessory company, and the next section of BL due for privatisation, has bought the major part of Edmunds Walker (Holdings). This is the subsidiary of AE, the engineering group, which is involved in components distribution and manufacturing.

The deal, which has cost Unipart £15m, is seen as one in a series of moves designed to strengthen Unipart before it is offered to the private sector, possibly by the end of next year.

Mr John Neill, Unipart's group managing director, said: "There is at this moment a general restructuring of the entire UK component supply industry under way and Unipart must play its full role in this, to maintain its leading position in the industry."

Both the vehicle parts manufacturing and the distribution sectors in the UK are plagued by overcapacity and intense

competition. These problems have greatly reduced margins and most companies in the sectors have made heavy losses.

Unipart is one of the few exceptions. It made £17m pre-tax last year on a turnover of £346m, after a £14m profit in 1982. The company intends to expand from its primarily UK base into international parts distribution and to become an "all-makes" manufacturer of both replacement and original equipment parts for vehicle makers abroad.

Edmunds Walker made an operating loss of £2.5m last year on a turnover of £54.5m. The acquisition involves the holding company's businesses trading as Edmunds Walker (UK) and AE Truck and Trailer Components—both parts distributors—and Cardan Electrics, which manufactures of automotive electrical equipment. The business accounted for just under 14 per cent of AE's 1982 turnover of £370m.

## Lloyd's profits in 1981 fell sharply

BY JOHN MOORE, CITY CORRESPONDENT

THE LLOYD'S of London insurance market is expected to report a sharp fall in profits next month when it announces results for the last completed trading period. Profits could have fallen by about a third, according to projections by the Association of Lloyd's Members.

Lloyd's keeps its accounts open for three years to assess more accurately the extent of liabilities on its insurance policies. Last September it declared results for the 1980 underwriting account which showed record profits of £263.5m. These capped another record in the previous underwriting account of £173m.

Projections for the 1981 account have been prepared by the Association of Lloyd's Members which represents more than 1,000 underwriting members who invest their private fortunes in the market in return for a share of the profits.

According to the Association the payout to returns to underwriting members will have fallen from £58m to £52m if they have invested in Lloyd's business units which insure ships and their cargoes.

Members who have invested in units which specialise in the insurance of more general risks may have had their returns fall from £63m to £48m.

The Association warned that problems surrounding Lloyd's insurance syndicates under the management of Minet Holdings, the large insurance broker which has alleged that former employees misappropriated more than £38m of syndicate funds, may distort the overall situation.

The syndicates at Minet face trading losses of £37m, and these figures have not been included in the Association's projections.

The Association has analysed the figures of around 200 insurance syndicates at Lloyd's, the units into which all Lloyd's members are grouped. These represent 80 to 85 per cent of the market's capacity.

There are wide variations in the figures. For instance underwriting members investing in a successful syndicate insuring ships and their cargoes could receive £2,803 on every £10,000 invested. Others investing in an unsuccessful syndicate might have lost £3,000 on £10,000.

But underwriting results on

Lloyd's traditional area of profitability—the marine market—appear to have declined as underwriters have faced increasing competition. Many underwriters are receiving payouts largely from investment income earned on insurance premiums accepted on their behalf in the Lloyd's insurance market.

Among the best performing syndicates are those managed by Fosgate and Denby, the main syndicate. Involved in insuring ships, produced a return of £2,590 for every £10,000 invested by underwriting members whose affairs the agency supervised.

Other successful syndicates include those managed by a company run by a former member of the Lloyd's council, Mr Henry Chester.

At the bottom of the ratings in the marine market, according to the Association, is syndicate 893, under the management of Spicer and White. Underwriting members faced losses of £9,000 for every £10,000 invested but full figures have yet to be quantified by the Association.

Mr John Rew, deputy chairman of the Association, criticised underwriting agents at Lloyd's, who run the syndicates, for the way they presented their accounts.

"So far," he said, "the present reforms on the presentation of accounts appear to be voluntary. Some underwriters regard it as macho to do as little as possible in the presentation of accounts and arrogantly disregard the new Lloyd's accounting manual which has given guidance on improvements."

Top performing syndicates in the non-marine market at Lloyd's, according to the Association, have shown the following results. Good marine insurance syndicates have produced a return of £1,575 for every £10,000 invested, compared with £1,822 in the previous underwriting account.

General insurance business in the non-marine market has produced a return of £524 compared with £707 on every £10,000 invested. In the motor market the average top return is £1,473 compared with £1,573 in the previous account.

Underwriters accept Minet offer, Page 3

## Occidental's president to resign over dispute

By Paul Taylor in New York

MR ROBERT ABBOOD, president and chief operating officer of Occidental Petroleum and, until earlier this week, the latest in a long line of heirs-apparents to the top job held by founder and chairman, Dr Armand Hammer, will resign on September 1 because of a dispute over who should run the Los Angeles-based oil company.

Mr Abbood's sudden departure means Occidental will have had six presidents in 13 years. He will be replaced by Mr Ray Irani, aged 49, an executive vice-president as well as chairman and chief operating officer of Occidental's chemicals group. Mr Irani was recruited to Occidental in June last year from Olin, the chemicals, metals and paper group, where he had been president.

The latest management changes apparently come after disagreements between Mr Abbood and 86-year-old Dr Hammer, Occidental's colourful, autocratic chairman and chief executive. They appear firmly to re-establish Dr Hammer's "iron grip" over the company he has built up.

Mr Abbood, aged 58, has held the post of president for the past four years since his dismissal in a boardroom revolt from his previous post as chairman of the First Chicago Banking Group. He attributed his resignation from Occidental to "honest differences."

He noted that Occidental had been "transformed" over the past few years through his acquisition of 50 per cent of assets to reduce debts. His subsequent massive sales of assets to reduce debts.

Mr Abbood said: "Dr Hammer wishes to assume total leadership in the formation and implementation of this programme. We thus have mutually agreed to an amicable, no-fault parting."

Commenting on Mr Abbood's resignation, Dr Hammer said he had the "biggest regard" for his former president and right-hand man as an executive.

Occidental ranks as the ninth-largest U.S.-based oil company. Last year it had sales of \$19.1bn and net earnings of \$471.6m.

### FLYING TO JO'BURG

# Now, SAA invite you to stroll along to the bar.

Fancy a drink? When you fly Super Executive Gold Class on one of our 747SUDs to Jo'burg, you've got a choice no other airline offers.

- You can ring for service in your seat. Or you can stroll along to the in-flight bar, and help yourself. A bar? Yes, the real thing.
- Naturally, the drinks are free.
- And remember, SAA offer the only non-stop service to Jo'burg with non-stop return flights too. With the widest choice of flights and direct onward connections all over Southern Africa.
- All this and more. That's why Executive Travel readers rank SAA the top airline to South Africa!

Book through your Travel Agent or let us tell you more. Contact SAA at: 251 Regent Street, London W1R 7AD. Tel: 01-733841. Or Waterloo Street, Birmingham. Tel: 021-643 9605. Peter Street, Manchester. Tel: 061-834 4436. Hope Street, Glasgow. Tel: 041-221 2932.

**SAA SOUTH AFRICAN AIRWAYS**

You make the difference

### MARKETS

| DOLLAR                              |                                |
|-------------------------------------|--------------------------------|
| New York lunchtime:                 | DM 2.873                       |
| FFr 8.5225                          | SFr 2.393                      |
| Y241.15                             |                                |
| London:                             | DM 2.873 (2.8645)              |
| FFr 8.5215 (8.784)                  | SFr 2.393 (2.3845)             |
| Y241.05 (240.65)                    |                                |
| Trade-weighted 136.1 (136.1)        | Tokyo close 2340.83            |
| U.S. LUNCHEXTIME RATES              |                                |
| Fed funds 11 1/2%                   |                                |
| 3-month Treasury Bills:             | 10.45%                         |
| Loog Bond: 100 1/2                  | yield: 12.42                   |
| GOLD                                |                                |
| New York: Comex August latest       | \$381                          |
| London: \$350.25 (\$352.25)         |                                |
| *Price changes yesterday, Back Page |                                |
| STERLING                            |                                |
| New York lunchtime \$1.3065         | London: \$1.3065 (1.313)       |
| DM 3.75 (3.7225)                    | SFr 3.125 (3.1225)             |
| FFr 11.53 (11.555)                  | Y315 (316)                     |
| Trade-weighted 77.8 (77.9)          |                                |
| LONDON MONEY                        |                                |
| 3-month interbank:                  | mid rate 10 1/2% (10 1/2)      |
| 3-month eligible bills:             | buying rate 10 1/2% (10 1/2)   |
| STOCK INDICES                       |                                |
| FT Ind Ord 836.8 (+1.6)             | FT-A All Subars 513.11 (+0.6%) |
| FT-SE 100 1,067.2 (+8.1)            | FT-A long gilt yield index:    |
| High coupon 10.56 (10.54)           |                                |
| New York lunchtime:                 | DJ Ind Av 1,233.11 (+0.67)     |
| Tokyo:                              | Nikkei Dow 10,554.09 (+8.54)   |

### CONTENTS

|                  |        |                   |    |                    |        |                    |        |
|------------------|--------|-------------------|----|--------------------|--------|--------------------|--------|
| Appointments     | 21     | Finance & Family  | 6  | Money Markets      | 19     | UK News:           |        |
| Arts             | 12     | FT Actuaries      | 20 | Motoring           | 9      | General            | 3, 4   |
| Books            | 10     | Foreign Exchanges | 19 | Overseas News      | 2      | Labour             | 4      |
| Bridges          | 10     | Gold Markets      | 13 | Property           | 5      | Unit Trusts        | 22, 23 |
| Chess            | 10     | How to Spend It   | 11 | Shares Information | 24, 25 | Your Savings       | 7      |
| Collecting       | 13     | Int'l. Co. News   | 17 | Sport              | 13     | Weather            | 26     |
| Commodities      | 13     | Leader Page       | 14 | SE Dealings        | 21     | Week in the Mkts.  | 6      |
| Company News     | 16, 17 | Letters           | 14 | Stock Markets      | 20     | Buzz News          | 17     |
| Contracts        | 21     | Law               | 26 | Walt Street        | 18     | Buzz Soc. News     | 16     |
| Crossword        | 12     | London Options    | 21 | Bourses            | 18     | Invest. Tab. Table | 7      |
| Economic Diary   | 21     | Man in the News   | 25 | TV and Radio       | 12     | INTERIM STATEMENTS |        |
| European Options | 21     | Mining            | 6  | Desk Diary         | 28     | Banking            | 28     |
|                  |        |                   |    |                    |        | Cambridge          | 28     |

For London market and latest share index, 01-246 8026; overseas markets, 01-246 8088

The British inheritance which continues to feed Sri Lankan resentment

IT IS, of course, all the fault of the British. In the early 1800s Britain united the ancient kingdoms of Jaffna, Kandy and Kotte into the nation of Ceylon, now called Sri Lanka...

the sharp ethnic divisions behind the unrest in Sri Lanka. More than 100 people have died already this month in violent clashes, a year after similar scenes claimed 400 lives.

John Elliot reports on the background unrest in the Tamil region

ing the past few weeks against northern troops and banks. Reports of troops attacking Tamil shops and homes and clear evidence in Jaffna that many of the troops are young, inexperienced and frightened does not help to cool the mood of the Sinhalese...

Tamils appear to accept the urgent need for progress in talks which started at the beginning of the year in a round-table conference on the Tamil's claim for more regional status and autonomy.



ment of the Sri Lankan Tamil's claims. She has also refused to move against the Tamil extremists training camps which Sri Lanka believes exist in Tamil Nadu, 20 miles across the Palk Strait from Jaffna.

Andhra Pradesh governor resigns

THE ANDHRA PRADESH governor who sparked a political crisis by dismissing N. T. Rama Rao, the state's chief Minister, said yesterday he would design, pending a new setback to Indira Gandhi, Indian Prime Minister, Resur reports from New Delhi.

Peres seeks extension of mandate

BY DAVID LENNON IN TEL AVIV THE LEADER of Israel's Labour Party, Mr Shimon Peres, will seek a 21-day extension to his mandate to try to form a coalition government.



Outgoing Israeli Prime Minister Mr Yitzhak Shamir and Labour Party leader Mr Shimon Peres discussing proposals for a government of national unity

it will be possible to successfully conclude the negotiations, on a unity government. However, Mr Yigal Hurvitz, a former finance minister, accused the Likud of deliberately dragging out the talks in order to exhaust the time available to Labour to form a Government.

Extreme Right joins Corsican alliance

BY DAVID MARSH IN PARIS FRANCE'S extreme right National Front party yesterday sealed an alliance with the right-wing opposition in the newly-elected Corsican regional assembly.

Eta rejects Madrid ceasefire talks offer

A SPOKESMAN for Eta-Militar, the hardline wing of the outlawed Basque separatist movement, was quoted yesterday as saying the organisation was willing to respond to the Madrid government's offer of ceasefire talks only if its political demands were considered.

Tugs fight blaze on tanker

RESCUE TUGS yesterday fought a fire on Amethyst, a Cypriot tanker hit by a missile in the northern Gulf. It is the twenty second confirmed victim of air strikes in the waterway since mid-April, Reuter reports from Bahrain.

Saudi and UK embassies in Beirut attacked

BY NORA BOUSTANY IN BEIRUT SHITE militants ransacked and burned the Saudi embassy in Beirut yesterday, after gunmen fired rocket-propelled grenades at the British Consular section in mainly Moslem West Beirut.

British embassy put up a notice referring applicants to the Brunel authorities, since Brunel is now independent. After the attack on the British embassy pro-Iranian Shiite gunmen brandishing M.16 rifles stormed the Saudi embassy under the passive gaze of Lebanese soldiers and policemen.

Arabs to campaign against methanol levy

BY RICHARD JOHNS THE Arab oil-producing states of the Gulf are expected to mount a diplomatic campaign this autumn against the imposition by the European Community of tariffs on their petroleum products.

EEC changes rules

THE EEC Commission said yesterday it had adopted a regulation designed to ease the movement of temporary imports across borders of the 10 member nations, AP reports from Brussels.

Two landings by frogmen confirmed by Sweden

BY KEVIN DONE IN STOCKHOLM SWEDEN'S defence staff yesterday said two attempted landings by unknown frogmen on the Swedish coast had been confirmed by military personnel in the last 12 months.

One Greek business in six 'evading tax'

BY ANDRIANA LENODIAKOUCOU IN ATHENS APPROXIMATELY one Greek business in every six evaded taxes in the first half of 1984, Mr Dimitri Tsvolgas, the Deputy Finance Minister, revealed yesterday.

Plan to ease Canada investment rules

BY BERNARD SIMON IN TORONTO THE OFFICIAL agency which vets foreign investment in Canada will be restructured to give more encouragement to investors if the opposition Progressive Conservative Party comes to power in the September 4 general election, the party leader, Mr Brian Mulrooney, has told a rally in Calgary.

Gelli sets out conditions for his return to Italy

BY ALAN FRIEDMAN IN MILAN SIG LICHO GELLI, the Grand Master of Italy's outlawed P-2 Freemason's lodge who escaped from a Swiss prison last year and is believed to be in South America, has informed Italian magistrates that he would be willing to return to face charges in Italy if he is guaranteed safe passage and then house arrest in his Tuscan villa.

CGT attacks new redundancy plan for Citroen

BY DAVID MARSH IN PARIS THE CGT over industrial policy between France's Socialist Government and the Communist-led Confederation Generale du Travail trade union widened yesterday after the CGT renewed criticism of the redundancy plan for the Citroen car company, agreed by the Labour Ministry on Thursday evening.

Blancos name Ferreira 'stand-in' for Uruguay poll

BY MARTIN ANDERSEN IN BUENOS AIRES SR ALBERTO ZUMARAN, a respected opposition journalist and human rights activist, has been chosen to lead Uruguay's Centre-Left Blanco Party out of the political wilderness as a stand-in presidential candidate representing jailed party leader Sr Wilson Ferreira Aldunate in November's national election.

Blancos name Ferreira 'stand-in' for Uruguay poll

would have their rights restored and that a second election would be held to allow Sr Ferreira and others to participate. "Wilson, we're not going to let you down," thundered the portly Zumaran, known affectionately as "El Panza"—the Fauchon—to a wild cheering crowd of more than 4,000 people at a local basketball stadium. Sr Ferreira has been imprisoned at an army base in the city of Trinidad, 185 kilometres north of Montevideo, since he returned from 11 years in exile.

Blancos name Ferreira 'stand-in' for Uruguay poll

next civilian government agreed to by Uruguay's other parties earlier this month. Blanco leaders blasted the accord signed by the other parties as betraying previous agreements to go to elections only when all political groups and leaders were free to participate and when Uruguay's hundreds of political prisoners were released.

FINANCIAL TIMES, USPS No. 190640, published daily except Sundays and holidays. U.S. subscription rates: \$2.00 per annum. Second class postage paid at New York, NY and at additional mailing offices. POSTMASTER: Send address changes in U.S. to FINANCIAL TIMES, 14 East 62nd Street, New York, NY 10022.

Handwritten signature or mark at the bottom of the page.

DOCK STRIKE

# Start to second national stoppage well under way

BY BRIAN GROOM, LABOUR STAFF

THE ATTEMPT by the Transport and General Workers' Union to get most of its 35,000 docks and waterways members out on strike was well under way last night. It would be Britain's second national dock strike in a month.

Even if the union is largely successful, its problems, and the country's, will only just be starting. The main question would be: how long will the dockers stay out, and what chance do they stand of achieving their objectives?

This strike begins with no obvious avenues for resolving it. It was called over the British Steel Corporation's alleged use of "scab labour" to berth the coal carrier Ostia at Hunterston.

The original issue, over the dockers' attempt to cut steel production at Ravenscraig by restricting coal supplies, is deadlocked. The TGWU offered a quota of 18,000 tonnes a week for the works, but BSC has stuck to its demand for 22,500 tonnes. Its stance is backed by the Government.

The TGWU's strategy is likely to be to widen the dispute rapidly. As the co-ordinating committee of transport unions began a meeting on the dock strike last night, rail unions announced that they were instructing members not to cross dockers' picket lines.

Mr Jimmy Knapp, general secretary of the National Union of Railwaymen, said the action could affect rail traffic through the ports of Dover, Harwich and Felixstowe—the very ports where dockers are least likely to respond to the strike call. Mr Knapp said it had not been decided whether the action would be limited to freight traffic. There was no indication either, as to whether dockers

would picket Sealink ports, most of which are manned by NUR members and would not normally expect to be involved in a TGWU dock strike.

A key question is whether the TGWU can persuade lorry driver members to back the dockers having failed to back the miners.

Mr John Connolly, the TGWU's national docks secretary, said yesterday that an appeal would be made to the union's executive council for "physical support" from other sections.

Towards the end of last month's two-week dock strike, national leaders of TGWU lorry drivers, oil tanker drivers and refinery workers promised support, but were not called on to take any action.

The TGWU's apparent hope is that a national crisis will put pressure on the Government, which would then push BSC towards compromise. But this is only possible if the dispute has a rapid and crippling effect on the economy.

Until yesterday the National Association of Port Employers was complaining that it was powerless to intervene in a dispute which purely involved the TGWU and BSC. However, last night the association said that in calling a national dock strike the TGWU was "taking action which directly affects our members."

The association was therefore considering what initiatives were open to it. In the meantime it was making clear to the TGWU the port employers' view that the strike would cause enormous damage to the port industry and the economy.

The national executive of the employers' association will meet next week. Its options were not disclosed—indeed, they are

few. But as one of the few independent parties in this dispute, and one which is desperate to get a settlement, it is the main channel for peace.

It is difficult to see what the Advisory, Conciliation and Arbitration Service could do, since BSC is not prepared to handle over coal quotas. Acs officials may attempt to get an initiative going, but it is believed that this will not happen for a few days.

The TGWU will find it hard to put pressure on BSC, by whatever means. Mr Connolly suggested that Redcar steelworks in the North-east was short of coal, and that a strike by TGWU dockers at BSC's deepwater terminal on Teesside would threaten the plant unless steelworkers did dockers' jobs, which would have serious consequences. It is hard to imagine, however, that BSC would have embarked on its action without having thought through such implications.

Mr Connolly said BSC had claimed last Wednesday that, before docking the Ostia, it could continue for only five days at normal production before low stocks forced it to damp down coke ovens and halve production.

He added that with the extra 18,000 tonnes a week offered production could have been maintained for another five weeks. It was "strange" that BSC had refused this because "five weeks enables all sorts of decisions and changes to come about."

BSC angrily challenged this interpretation, saying that 18,000 tonnes was just not enough. When coal supplies were limited to this amount for a short period under an earlier agreement, two blastfurnaces were damaged.

The national executive of the employers' association will meet next week. Its options were not disclosed—indeed, they are

## British Rail agrees to talks on job cuts

By Our Labour Correspondent

BRITISH RAIL last night agreed to meet its two manual unions to discuss proposed job cuts which have led to plans for a work to rule next month.

Leaders of the National Union of Railwaymen and the train drivers' union Aslef yesterday called for a new meeting after studying BR proposals set to them earlier this week. The proposals, seen as offering significant concessions to the unions, suggest cuts of 15,000 through natural wastage, but also suggest that a further 25,000 staff will have to be taken on at the same time in different areas.

The meeting with BR is likely to follow a meeting on other cuts with London Regional Transport, which has now been fixed for next Tuesday.

Both Mr Jimmy Knapp, NUR general secretary, and Mr Ray Buckton, general secretary of Aslef, said yesterday the unions' proposed industrial action over the cuts was still on.

The two unions have called a national work-to-rule from September 10, and a one-day strike in London two days later. However, it is widely felt that the unions will defer the national action after the meeting with BR, though the London strike may still go ahead.

## Gas staff pay deal settled

By David Heller

DELEGATES representing most white-collar staff in the gas industry yesterday accepted a 3.5 to 4.8 per cent pay offer. The 150 delegates, who represent 44,000 members of the National and Local Government Officers' Association narrowly voted to accept the deal, which will be back-dated to the beginning of June.

The 3.5 per cent offer will apply to staff under the age of 18, and the remainder will receive a 4.8 per cent increase. The union originally sought a flat rate increase of £12 a week, roughly equivalent to a 7 per cent increase on the pay bill.

Nalco says the salary of a junior clerk will rise from £3,521 to £3,644, while at the higher end of the range, salaries will rise from £13,203 to £13,837.

## Orme's pit formula hinges on semantics

BY PHILIP BASSETT, LABOUR CORRESPONDENT

THE ORME formula—the new initiative at the centre of a fresh row between the miners and the National Coal Board—takes a simple approach to the key word "beneficially", which kept apart the two sides at their last talks. It removes the word.

So it is not surprising that, after hours of wrangling with the National Union of Mineworkers over this one word, the NCB rejected the Orme formula. Nor is it a surprise, that, having seen it excised, the NUM is willing to accept it—reluctantly.

Mr Stanley Orme, the Labour Party's Shadow energy spokesman, is recognised by both sides in the dispute as having done valuable work in trying to bring them together.

However, the fact that his formula—disclosed this week in the televised debate between Mr Ian MacGregor, the board chairman, and Mr Arthur Scargill, the union president—clearly takes the miners' side will do little to enhance his credibility with the NCB.

Mr Orme's formula, released yesterday by the board after the call for 14 unions, is representing a wide range of

positions in the Labour movement, is a variant on the crucial sections of the NCB and NUM draft agreements of mid-July. In its draft, trying for a viable definition of the circumstances in which a pit can be closed, the board said that, where a comprehensive investigation by mining engineers from both sides "show that a colliery has no further mineable reserves that are workable and which can be beneficially developed, such a colliery shall be deemed exhausted."

The NUM's version excluded the word "beneficially", seeing it as simply a substitute for "economically"—which expresses the central issue of the strike.

At the beginning of August, the NCB received from Mr Orme a new wording of this central section—the Orme formula. He suggested that collieries, other than those referred to earlier in sections of the agreement accepted by both sides, "would be the subject of investigation and discussion in line with the Plan for Coal—the 1974 agreement for the industry."

Such an investigation—under Mr Orme's formula, as in those



Mr Stan Orme after seeing Mr MacGregor yesterday

of the union and the board—would involve a joint investigation by mining engineers.

The vital section of Mr Orme's formula then went on: "Where there are no further mineable reserves available, the board and the union will agree that such collieries be deemed exhausted."

This simple deletion of the word "beneficially" was

unacceptable to the NCB. However, as Mr Scargill said in a televised debate with Mr MacGregor this week, it was—as not surprisingly—acceptable to the NUM.

The union leader scored a propaganda coup in the debate, by declaring first that the union had accepted a formula for ending the dispute, and then showing Mr MacGregor unable to remember it.

Details of the formula redeem the NCB's position, to some extent, but the damage to the chairman is likely to remain.

Union leaders—such as Mr Alan Sapper of the film technicians, who saw the formula as a great step forward—have been outflanked by its revelation. But those of the group of 14—such as Mr Tony Christopher of the tax staff union—have been vindicated. They simply called for it to be discussed or disclosed, to see whether it could be valuable.

Publication of the formula having shown there is little message in it, both sides will be able now to move away from this apparent deflection and back to the serious business of the dispute.

## North-east sees its worst strike violence

BY DAVID GOODHART, LABOUR STAFF

THE WORST PIT strike violence to date in the North-east yesterday erupted in the small mining town of Easington, on the Durham coast.

A major police operation, including the first use of riot gear in the area, ensured that 28-year-old Mr Paul Wilkinson was smuggled into work at Easington Pit, triggering off a minor riot when the news leaked out.

Mr Jack Dormand, Labour MP for Easington and chairman of the Parliamentary Labour Party, said he would be writing to Mr Leon Brittan, the Home Secretary, complaining about the police tactics, having witnessed them at first hand yesterday.

"It's quite clear to me that the police have instructions from the Home Secretary to get every man into work they can regardless of the consequences," he said.

Mr Wilkinson had been trying to get into work since the area was closed by a colliery ban service on Monday. Because of the narrow road outside the main entrance to the pit, and effective

picket organisation, police had not been able to get him in.

Yesterday at 8 am, however, he was taken in round the back of the pit, which the local National Union of Mineworkers claims is a violation of local agreements.

There were about 300 pickets at the front, and when they heard the news a group climbed over the wall into the pit yard, smashed windows and later overturned two cars, damaging four others belonging to National Coal Board managers.

Mr Wilkinson spent about four hours sitting in the pit's lamp room surrounded by 20 policemen before being driven away in a secure van shadowed by eight transit vans.

In the meantime some about 1,000 police on duty engaged in running battles with pickets, resulting in injuries on both sides and four arrests.

Mr Alan Cummins, the Easington NUM branch secretary, said: "We regret the violence caused by a small group of pickets, but we've been intensely provoked. I've seen a number of our

people ruthlessly truncheoned to the ground."

There was an air of Ulster-like desolation about the pit end of the town yesterday. Elderly men and women with pinched, lined, faces stared out anxiously from the run-down terraces on to groups of pickets waiting for something to happen.

Two middle-aged women, both pushing babies in prams, walked by talking about shooting "the bloody pigs." The walls are covered in graffiti, mostly casting doubt on Mr Wilkinson's parentage.

Mr Wilkinson is probably the most militant pit in the North-east. NUM officials believe it is a deliberate NCB tactic to concentrate back-to-work efforts there.

They allege that Mr Wilkinson, who lives 20 miles away in Durham, is confused about what he is doing, and even claim that two weeks ago he offered himself for picket duty. It appears that Mr Wilkinson has no contact with any of the Midlands-based working miners' support groups.

Mr Cummins, the branch secretary, part of a new generation of more left-wing leaders in the area, said: "I'm worried about the future. It looks as if things could get even worse. There are good law-abiding citizens here who are never going to help the police again." Mr Tom Callan, the Durham area NUM secretary, said Mr Wilkinson's union card would be taken away. But the defiant working miner said he would return on Tuesday.

There was violence at the Wearmouth IPT in Sunderland, where 11 white-collar workers went to work, two less than the day before. Mr Ken Speed, a spokesman for the group, said a number of them had been attacked at home.

Mr David Archibald, the NCB North-East area director, said the violent picketing again underlined that 21,000 miners were being prevented from going to work by 1,000 militants.

The Northumberland and Durham areas have, however, so far been the firmest of all for the NUM, and the trickle back looks highly unlikely to take off in the region.

## Divisions over motion on GCHQ

By Philip Bassett

LEADERS of the Civil and Public Services Association are refusing to join other unions in putting forward to the TUC Congress a proposal condemning the Government's handing of trade unions at GCHQ Cheltenham.

The CPSA's insistence raises the possibility of a divided vote in Brighton in 10 days' time on an issue over which the Congress—likely to be bitterly split on other matters, such as the miners' strike—might have unified.

Union leaders met to try to draw into a single motion the seven resolutions and amendments on the issue submitted. All the other unions, including three Civil Service unions, the communication workers and the foundry workers, agreed the wording of a single proposal—but the CPSA refused to join.

Pressure was put on the CPSA to drop its criticism of its own key motion at last year's TUC—since then the internal political complexion of the union has switched from Right to Left—and its implied attack on controversial "no-strike" deals, which was seen as likely to be unnecessarily divisive.

The CPSA refused, though, insisting it wanted to retain these points. Further efforts will be made before the TUC gets underway, but if the CPSA continues to resist them, Congress might well embarrassingly reject its motion, even though it criticises the Government.

Left-wingers have also split over motions on the Government's programme of labour legislation. It emerged yesterday that a number of unions, led by the Musicians' Union, have not joined the overall composite motion against the labour laws and the TUC's stance in last year's NGA-Stockport Messenger dispute, which will be moved by the NGA and seconded by Tass, the white-collar section of the engineering workers' union.

The musicians, the banking union, the GLC Staff Association and the Post Office engineers have a separate proposal, indicating a reluctance to go along with harder-line motions of the other unions.

Significantly, Mr John Morton, general secretary of the MU, did not vote with the left in the TUC's key decision last year over the NGA—which led to a coolness between him and his usual colleagues on the TUC left.

# Would you really want to recruit a Sales Director who doesn't read the FT?

Does it surprise you that the FT reaches more Department Heads in the UK whose main responsibility is for sales than any other quality national newspaper?

It shouldn't. With our comprehensive and authoritative coverage of business trends, no self-respecting Sales Director can afford to miss our pages.

You may also be pleasantly surprised to learn that advertising space on our Thursday Appointments pages is 30% cheaper than the Daily Telegraph and almost 40% cheaper than the Sunday Times.

Do we need to comment further? Call Francis Phillips on 01-249 8000 for details.

*recruitment*  
**No FT...no comment.**

\*The European Businessman Readability Survey 1984.

## Pension Fund Management

With over £2 billion under management we have more than just enthusiasm to offer.

If it's results that count—talk to Lazard Brothers

**Lazard Brothers & Co. Limited**  
21 Moorfields, London EC2P 2HT  
Telephone: 01 588 2721 Telex: General 886438

Handwritten signature or mark at the bottom of the page.

# Tour operators fear squeeze on profits next year

BY ARTHUR SANDLES

BRITAIN'S package tour industry is increasingly alarmed about its prospects for next summer.

Thomson, Horizon and Intasun have already warned of price rises of up to 20 per cent, and it now appears that even at those levels margins on Spanish holidays could be further squeezed.

Two operators, Horizon and Saga, reported this week first half losses for their current financial years, and on Thursday a much smaller operator, Vantage Holidays, ceased trading. Its activities have been taken on by Excel Holidays under an Association of British Travel Agents scheme.

Autumn is a traditional time for tour operator failures. The major bills of the year become due for payment just as the supply of customers' money dries up. Some small companies may have been saved by the current mini-boom in demand for last minute holidays since the big companies have virtually sold out.

For next year the operators' projected figures are alarming in two particular fields. Spanish hoteliers are seeking substantial increases, and airlines are charging more for flights.

Last year negotiations over return air seats to Palma for tour operators started at around £75. This year operators are being asked £94, to which has to be added a margin for unsold seats and other peripheral costs.

A hotel room which might have cost £10 a night this year will be as much as one-third dearer next year.

Operators are thus having to choose between a substantial rise in prices or cutting margins. If most will plump for a mixture of both and hope for more intensive use of jets to maintain profits. All will be trying to keep down costs over which they have direct control.

The sums for 1984 went wrong when demand, although higher than in 1983, was much lower than expected. Load factors, the proportion of seats sold compared to seats available, suffered and a price year further bit into profits.

# Abbey Life sees rise in portable pension demand

BY ERIC SHORT

THE GOVERNMENT'S personal pension proposals could lead to a break-up of State and employer pension schemes and to a corresponding expansion in individual pension provision, according to Mr Brian Riddale, marketing director of Abbey Life Assurance, a linked-life company.

Under the proposals unveiled last month by Mr Norman Fowler, Social Services Secretary, employees would have the right to opt out of their employer's pension scheme and/or the State earnings-related scheme and make their own arrangements.

Employees with their own pension contracts would be able

to transfer them when they change jobs, thus avoiding any loss of pension rights resulting from the move.

Mr Fowler emphasised that the new system was designed to run alongside and not threaten existing employers' schemes.

However, Mr Riddale considers that employees will be keen to take advantage of the freedom of choice to move pensions from job to job.

So Abbey Life has anticipated this portability demand with new arrangements in its pension plans. Clients in any of its pension plans will be able to switch into another without loss of benefits. The initial charges on the new contract will be covered by Abbey Life paying a portability bonus.

# BL Mini set to continue in production until 1986

AUSTIN ROVER is to take over Donington Park racing circuit, near Leicester, tomorrow for a free, "all-welcome" party in honour of the 25th anniversary of the Mini.

There have probably been more premature reports of impending death of this car than any in the UK industry's history.

Austin Rover has made clear it will be built for as long as there are enough customers to make production profitable.

Since the major investments to produce it have long since been amortised, current demand indicates that it will still be built in 1986 and may even reach its 20th birthday.

It is BL's, and one of the world industry's, greatest success stories. While demand inevitably has fallen from the peak of 1971, when the then British Motor Corporation built 518,000, it is still inching towards and having something totally unforeseen will almost certainly pass, the 5m output mark.

This week the total hits 4.96m and the car still finds about 25,000 buyers a year.

Austin Rover said yesterday the 5,000 "Mini 25" special editions of the car—still in silver—produced to mark the occasion were close to sell-out. They are expected to become collectors' items.

The Mini has become a legend since it was launched, the creation of Sir Alec Issigonis, on August 26, 1959, at a price of £498.

Its "wheel-at-each-corner," transverse engine and front-wheel drive was a new concept then, but has since become virtually the world industry standard for volume-produced cars.

Its amazingly agile handling, by the standards of the time—it is still good now—led to a world-dominating rally car in the form of the Mini Cooper "S," and celebrities like the late Peter Sellers spent thousands on having them converted to pint-sized limousines.

The basic Mini, the City, now costs £3,198. But for those who look longingly at the £484 tag—when adjusted for inflation the 1984 price is £50 cheaper than the 1959 one.

# West Yorks jobs board shows profit

By Nick Garnett, Northern Correspondent

THE WEST Yorkshire Enterprise Board, set up by the county council as a job supporting agency run on commercial lines, declared a profit of £356,000 yesterday after its first full year of operation.

The enterprise board, supported by loans and City borrowing, has invested £3m in 21 local, mainly manufacturing, companies which employ 1,400 people. It has received about 600 inquiries for assistance.

Although no company it has supported has yet gone under, the board has set aside £115,000 to cover business failures which it expects will arise eventually through its provision of risk capital.

The companies it has helped finance include a classic car manufacturer, a printer, a foundry and two machine tool manufacturers.

# The list to end all lists . . . until next year perhaps

IT WAS his shadow that I saw first. A deep darkness that crept across the keyboard of my 1937 Remington. I knew, even before I looked up, who it was.

My attempted snarl came out more as whimper. He was a big guy, broad shoulders like he'd played tennis or something. And steely eyed.

It must be August already. He never ventured into our neck of the newsroom until the front page was beginning to look like a Cornish garden after four months of drought. Still, it was nice to be needed, even in August.

"I'm looking for the best," he said, staring deep into my forehead, as if realising the search was going to be a long one.

"Gee, thanks boss." "Not you," he sneered. "The best pictures, the best books, the best hotels, the best airlines . . ."

"How about the 10 worst silly season stories ever," I chirruped. He thought, I looked nervously at the shoulders, fearing the old smash down the train-tines might be brought back into action once more.

"Great," he hissed. "You should be able to handle that one—your past five pieces should give you a head start."

The man could hurt when he wanted to. He turned on his athletic heel and strode off. Chewing my fourth pen of the day I dedicated myself to my memo: "Suggested subjects for top 10 series . . ."

Imagine the expenses I could reap researching 10 financial books we would all like to see: the Vatican, the Vestey

Arthur Sandles, under severe pressure, runs through the ideas for articles which never made it



NOT THE TOP TEN  
Rejected Ideas

|                                   |
|-----------------------------------|
| Intriguing finances               |
| Most boring cars                  |
| Journalistic euphemisms           |
| Over-rated food                   |
| Things you never knew you needed  |
| Disappointing tourist attractions |
| Places to be seen                 |
| Places not to be seen             |
| Magazines for your coffee table   |

Names of 1984 to forget

family, G and A, Sir James Goldsmith, Grosvenor Estates, Dr Austin Rupert, Mr John Zaccaro (Ferraro), Michella, the Benn family and the Thatcher family . . .

Or what about the 10 most boring cars in the world? That is tricky because the competition is so fierce. I'll suggest three groups of three, from small—the Talbot Horizon, VW Golf and Vauxhall Astra—to medium—the Talbot Solara, Audi Quattro and Renault 9—and then large—the Pontiac 6000, the Volvo 760 and Rolls Royce Silver Spirit. For the ultimate in boredom the choice must, however, go like an Olympic gold to the U.S. The Chevrolet Malibu is a machine so monumentally conformist that it does exactly 100 mph flat out and exactly 20 mpg (U.S.) when cruising.

Let's try the 10 best business journalism euphemisms in doing pen-portraits: urbane (boring), abrasive (disliked), able (mediocre), witty (superficial), trendy (vulgar), youth-

ful (immature), incisive (phillistine), entrepreneurial (a bad risk), pragmatic (compromiser) and taciturn (thick). But then, the lawyers may be worried about that one.

Well, how about the 10 most over-rated foods? Iceberg lettuce, truffles, avocado pears and all their derivatives, brown rice, tolu, black pudding (known in the south of England as boudin noir), Texas beef, grits, Yorkshire pudding and moutarde de meaux.

Or the 10 things you have now and never knew you wanted: the Sony Walkman, Bailey's Irish Cream, skateboards, videogames, jogging, windsurfers (sailboards), light sensitive sunglasses, break-dancing and Kiwi fruit.

And while we are on that tack there are the 10 most disappointing tourist attractions in the world: the Sphinx, Carnaby Street, Nashville, Acapulco, Eilat, Chinitown San Francisco, Misabella, the Moulin Rouge, Greek food and the Lorelei (the view of, not the view from).

Or even: the 10 places to be seen and noted: the Prix de L'Arc de Triomphe (and stay on for the collections); the Kentucky breeding stock sales; the Sydney to Hobart Yacht Race; the Bal de la Rose in Monte Carlo; the English summer at (perm any three from five) Wimbledon, Henley, Ascot, Cowes and Glyndebourne; skiing at St Moritz (if you are American); Vail (if you are European); the Monte Carlo Grand Prix; or any Pavarotti/Domingo first night (but not both).

And then, the 10 places not to be seen (some would say any of the above): Macy's Parade Gruffs, Mardi Gras/Garnival in Rio/New Orleans or Trinidad, the Berkeley Square Ball, Annabells, the Edinburgh Festival, the Monte Carlo Rally, south of the Thames or north of East 86th, New Zealand, or in politics, The Booker Prize Dinner is too domestic and too obvious to be included.

There are the 10 magazines to have on your coffee table:

Interiors, Architectural Digest, the Lady, New Scientist (unless you are a scientist, in which case Nature), French Vogue, Forbes, New Yorker (if you are English) or Tatler (if you are American), an old copy of Private Eye open at a reference to you, Country Life, in Britain. Hide and 'What . . . ' magazine and anything to do with computers.

What about: 10 names of 1984 that will be forgotten in 1985? Iola Budd, Geraldine Ferraro, Boy George, Silver Birch, Peter Palumbo, the Mata Hari of Cyprus (I've forgotten her name already), Sarah Tisdall, Christina de Lorean, any Cabbage Patch Doll and Gen. Gunther Keissler.

I shuffled into the oval office. He read the lists. "Great," he grunted. "You like them all?" I squeaked. "Nn." He looked to the ceiling again. "Just the last one. But you've missed a name out. The person I would like most to forget."

I got out of here. The whole thing's on for too long. It's nearly September already. Damn, this is a newspaper. A well. There's always next August.

This is the last article in the series. A reprint booklet of the series will be available shortly, price £1.95. Cheques or postal orders, made payable to The Financial Times, should accompany all orders, which should be addressed to: Nicole Barron, Publicity Department, Financial Times, Bracken House, 10 Cannon Street, London EC4A 3DF.

# Thorn EMI takes top spot in cable TV

BY RAYMOND SNODDY

THORN EMI will become the largest provider of programmes for cable television in the UK next Saturday when it switches on two new channels.

The two channels, which will be launched with Paul Newman, Prives on Parade with John Cleese and the Sylvia Kristel version of Lady Chatterley's Lover.

Mr Nick Bingham, Thorn EMI director of cable programmes said yesterday: "I feel it is very much up to us to come up with very good programmes to get a good early response, even if it costs us. We are developing a new business after all."

To some extent Thorn will have to create a market for cable, rather as it did with video cassettes when it advertised nationally even though few consumers then had video recorders.

Premiere, which will have between 16 and 18 recent films a month—with eight to 10 repeats over a year—is likely to cost the consumer between £7 and £8 a month.

It will face competition almost immediately in Green-which from the film channel launched earlier this year by TEN, The Entertainment Network.



Mr Nick Bingham: "We will win"

"I don't think there is room for two movie channels, I think ours will win although it may take a little time," Mr Bingham said. Thorn has a 41.2 per cent stake in Premiere. The rest is divided equally between Goldcrest Films, Columbia Pictures, Home Box Office, Showtime/Century Fox and Warner Brothers.

Thorn will benefit from some economies of scale. Both Premiere and The Children's Channel will share a single transponder (which sends the picture back to earth) on an Intelsat satellite. The children's programmes will run from 7 am to 3 pm. Then the film channel will take over and run until 3 am seven days a week.

# Ford chief accuses Ministers

By John Griffiths

MR SAM TOY, Ford of Britain's chairman, has accused Ministers of being "unbelievably obstinate" in "refusing to listen" to the motor industry's case against European Economic Community plans to "harmonise" new car prices.

In a letter to Mr Bryan Gould, Labour's motor trade spokesman, parts of which were disclosed by Mr Gould yesterday, Mr Toy said Ministers refused to "hear and understand the facts, or to act in a responsible way towards the needs of the industry."

Under EEG Commission proposals which could become effective next year a maximum 12 per cent variation in prices would be allowed.

Any manufacturer exceeding this differential for more than six months could lose the block exemption granted to its franchised dealer network, opening up sales to any party interested.

The manufacturers' arguments against the "12 per cent rule" are mainly that it is not possible to "harmonise" prices when member states' taxes on them vary between 15 and 21.4 per cent and that price variations are an inevitable result of currency fluctuations, differential inflation rates and individual member states' economic policies, such as the extended price freeze in Belgium.

Far from UK prices, as alleged, being too high, the industry argues financial losses by most European manufacturers indicate that Continental prices are too low.

# Underwriters accept £38m Minet offer

BY JOHN MOORE, CITY CORRESPONDENT

UNDERWRITING members of the Lloyd's insurance market who have been holding out for a better offer from Minet Holdings have decided reluctantly to accept a controversial deal. Minet's offer was to compensate them for more than £38m which the group has alleged had been misappropriated by former executives.

All but four of 1,524 underwriting members were rushing to accept Minet's £38.17m offer to compensate them for the missing funds. The offer closed yesterday.

When it was declared unconditional at the end of July, 163 underwriting members were holding out for a better deal. Minet has made its compensation offer with Alexander & Alexander Services, the insurance broker which owns Alexander Howden Minet has alleged that some of its former executives used Howden companies secretly to channel more than £38m of underwriting members' funds offshore to companies controlled by former Minet executives.

Minet had insisted that before it made its offer unconditional it would require 100 per cent acceptance from all underwriting members.

However, underwriting members were unhappy that they had not received a full account of the funds which had gone missing. They were also concerned that they were required to waive all their legal rights to any further recovery to the company jointly controlled by

Minet and Alexander & Alexander Services. Arrears of interest of up to £40m on the missing funds is also unaccounted for, in addition to underwriting members face more than £16m in arrears of tax liabilities on funds allegedly misappropriated by the executives who looked after their affairs.

Initially 190 underwriting members refused to accept the offer and Minet extended the deadline for five days. More underwriting members then decided to accept, reducing the number of those holding out to 163. Although an action group was formed to consider future litigation, led by Mr Geoffrey Lawson, it was felt that the cost would be too high with such a limited number of members.

However, litigation is being considered by two other underwriting members. Yesterday they were holding out until the last possible minute. Acceptance of the offer closed finally at 5 pm.

Meanwhile Minet has agreed that an independent person should represent the underwriting members' interests in the recovery of the missing money; no legal rights in respects of underwriters own reinsurance arrangements would be waived; and that any currency gains on funds located in Gibraltar will be paid. That could be as much as £25m.

In addition, Minet is making available £250,000 to underwriting members to help resolve the taxation problems.

# Unipart prepares to take on the international competition

BL's biggest profit maker has grand ambitions but a long way to go, says John Griffiths

"You have to eat the elephant one bite at a time." The quote came from Mr John Neill, the 44-year-old group managing director of Unipart, and it was his way of describing the BL subsidiary's ambitions to expand into a world force in making, distributing and selling vehicle parts and accessories.

Last night Unipart had its mouth full — with £15m's worth of Edmunds Walker Holdings, another parts maker and distributor, most of which has been acquired from engineering group, AE.

Unipart is not the smallest in world terms; but so vast is the international "after-market" that Mr Neill's metaphorical elephant would have felt scarcely a nibble.

But it is nonetheless a highly significant move for the second most profitable pawel in BL's thorny crown, and one which, before the end of next year, will have followed Jaguar into privatisation.

For while Mr Neill will not

admit to any definite plans, it may not be Unipart's last acquisition before the offer for sale is made.

What Mr Neill will confess is a conviction that the rationalisation already under way in this overcrowded and mostly unprofitable sector of the UK motor industry will accelerate before Unipart leaves the BL fold.

Although some parts companies have managed to limit past losses, he suggests their situation is so grave they could collapse of their own accord, saving Unipart the need to consider acquisition.

Either way, Mr Neill certainly sees Unipart as the potential flagship of a slimmed-down and revitalised UK components industry capable of taking on, and beating, overseas rivals in manufacture and distribution.

There is some justification

for Unipart's faith in its grand designs: in recent years, and throughout the recession, it has been BL's most consistent profit earner.

Last year it made an operating profit of £17m sales of £346m, up £3m on 1982. The profits were formally disclosed for the first time when BL began separating its diverse operations into self-contained units in preparation for privatisation.

But Mr Neill insists that a tough attitude to its own suppliers, plus an unsentimental approach to job cuts and other productivity improvements kept Unipart well in the black before this.

Unipart must, though, be sized up against the big world of parts manufacturers. The Monopolies and Mergers Commission, published a report in 1981 on the UK parts and accessories market, excluding components supplied to car makers as original equipment.

It concluded, the market was worth about £2bn. Mr John Hardman, head of Ford of Europe's parts operations, estimates that the trade in Europe this year will be worth \$13bn (£9.9bn)—and his figures are just for replacement parts, not accessories.

The few certainties are these: THAT, as the figures show, the market is an enormous one and Unipart would be a runaway success were it to chew off so much as a tiny corner.

THAT the market is shrinking, and will do so inexorably for as far ahead as anyone can see, because parts are more reliable and last longer, cars are becoming smaller and lighter, because the vast of their parts lower; and more accessories are fitted as standard by the manufacturers themselves;

THAT as the world vehicle-making industry transforms itself, producing similar cars the world over, using common components sourced around the world, the big winners to the market contest will be those whose presence is equally international. By all these criteria, Unipart has a long way to go, and there are plenty of uncertainties, too.

If Unipart is to grow, that growth will be at the expense of someone else. Already the fight for markets has savagely compressed margins, as the results from some of the components companies in the accompanying table shows.

Yet the parts and accessories market is a difficult one in which to make comparisons. Some component makers, such as Lucas Industries and GKN, have a very large presence in the international original equipment components business, sufficient to dwarf Unipart's total turnover. Others, like AE itself, have extended their activities into replacement parts and distribution.



Mr John Neill

Unipart is unique in wanting a slice of all the traditional action: manufacture of original equipment as well as BL and 'all makes' replacement parts and accessories; their distribution, and their wholesaling through BL dealers, its franchised Unipart High Street and other outlets.

In addition, Mr Neill has come up with a market services strategy all of his own: a contract services division, under which Unipart hopes to capitalise on its extensive investments in modern warehousing and computerised ordering and distribution systems by letting contracts to "outside" companies, with car makers and importers themselves a prime target.

The rationale is that the vehicle-producing companies are fully occupied in designing and developing products at the accelerating rate needed to combat. In particular, competition from Japan. Why not offload the back-up parts distributions

problems on to Unipart? Mr Neill admits the idea will not appeal to the giants like Ford and General Motors, but there are smaller operations, he suggests, with which negotiations are already going on.

Jaguar for one, now divorced from BL, has signed an "arm's-length" contract along these lines—and the need for this type of contract is just one reason, says Mr Neill, why an individual motor company could not be a candidate for taking Unipart over on privatisation.

Unipart's principal strength has been in aftermarket sales and distribution, handled by its Unipart International division, for which Neill claims clear UK market leadership.

It is also investing heavily in its SU Buteac manufacturing division. Up to two years ago, this comprised nine companies. Those making parts exclusively tied to BL's car production operations were hived off to Austin Rover.

The remainder still compete for business—but Mr Neill is interested even more in original supplies to the big manufacturers abroad. Soon, he indicates, Unipart will be able to announce its first significant continental o/e orders for SU Buteac.

In spite of UK vehicle makers' warnings that they may opt for cheaper parts from overseas, Mr Neill insists that the UK can be an excellent base for making components, with low labour costs and a long tradition of innovation.

years ago to export its "Unipart" franchise to Belgium and Holland, only to be told by about 700 wholesalers that the Continental system did not work that way.

It is now talking to companies like Shell about feeding its parts in a lower-profile way through their retail outlets, but it is not the progress Unipart had envisaged, nor, unlike GKN, has it yet tackled the U.S.

Several years ago, when GKN had established substantial component-making capacity there, it formed GKN Auto-parts International to steamroller its way into the North American market. It is now the largest independent truck parts distributor in the U.S. and the leading independent distributor of imported car parts.

Mr Neill knows that eventually Unipart must also tackle

the U.S. If it is to be a "world player" in the parts game. But the current strategy, particularly after the initial Continental rebuff, is to consolidate and broaden Unipart's UK base for eventual use as a launch platform.

As with yesterday's Edmunds Walker acquisition, Unipart is likely to be sifting through other component companies in quest of deals in areas where it feels it might need strengthening.

An obvious candidate would be Quinton Hazell, which its Burmah parent has had up for sale for some time, but there are many others. Neither Unipart nor BL's financial advisers, Hill Samuel, will confirm that such negotiations might already be going on. Much less will they indicate quite how Unipart would pay for them . . .

**CLOSING DOWN SALE**  
FOR HAND MADE PERSIAN & ORIENTAL CARPETS & RUGS

**65% OFF**

LAST SEVEN DAYS  
OPEN BANK HOLIDAY MONDAY

For example:  
Pakistan Bokhara, size 6 ft. x 4 ft. from £130  
Fine Quality Persian Isfahan, size 5ft. 6 in. x 3 ft. 6 in., £1250  
Fine Quality Persian Silk Qum, size 5 ft. 6 in. x 3 ft. 6 in., £1,150

**ISPAN CARPETS LTD.**  
91 KNIGHTSBRIDGE, LONDON, SW1  
(Corner of William Street)  
Tel: 01-225 2541, 01-245 9749  
Open Monday to Saturday 9.30 am-7.00 pm

# NOW YOU CAN BUY HIGH INTEREST CERTIFICATES ON EASY TERMS.

# 9.06% p.a. TAX-FREE OVER 5 YEARS

Save between £20 and £100 a month by standing order, and at the end of 12 months you will be issued with a Yearly Plan Certificate. Hold your Certificate for a further four years and you will earn the maximum rate of return.

**Current rate.** The rate currently on offer is 9.06% p.a. tax-free over the five years from your first payment. The table below shows how your money grows at this rate.

| Total invested in first year (if 12 payments made) | Certificate value when issued (at end of first year) | Certificate value after four years |
|--|--|------------------------------------|
| 12 x £20 = £240                                    | £247   | £356                               |
| 12 x £50 = £600                                    | £619   | £890                               |
| 12 x £100 = £1200                                  | £1239  | £1781                              |

The rate you will be offered is the rate current the day we receive your application. It's then *fixed and guaranteed* over five years, whatever happens to interest rates elsewhere.

If you don't want to accept the rate offered, just cancel your Standing Order. It's that simple.

**Carrying on.** You needn't stop your payments after 12 months. We will write and tell you the guaranteed return on your next Certificate. The plan will simply continue automatically if you want to carry on.

You can take your money out at any time, but you will get the best rate of return if you keep each Certificate for a full four years.

**Invest Here and Now.** Complete the application form and Standing Order below and send them both by first class post to: The Savings Certificate Office, Yearly Plan Section, Durham DH99 1NS.

Do not send any money.

If you are investing for a child under 7, ask for an application form (YP1) at the Post Office. Trustees: write to the Savings Certificate Office for a form (YP2).

## NATIONAL SAVINGS YEARLY PLAN



### YEARLY PLAN PROSPECTUS

#### DESCRIPTION AND TAX RELIEF

1. National Savings Yearly Plan (Yearly Plan) is a savings scheme (the Scheme) offered by the Director of Savings on behalf of the Treasury under the National Loans Act 1968. Under the Scheme an agreement is made to make 12 monthly payments leading to the issue of a certificate. The agreement also provides for the applicant to be offered an option to make payments under subsequent agreements, each of 12 monthly payments. Options are exercised by making the first relevant payment and without making a further application but only if at least 7 valid payments are made under the immediately preceding agreement and have not been repaid before the certificate date. Certificates issued under the scheme are National Savings Certificates and the Scheme is subject to the terms of this prospectus and to the Savings Certificates (Yearly Plan) Regulations 1984, or any other regulations relating to savings certificates in force for the time being. A repayment of principal, together with any interest due, will be a charge on the National Loans Fund with recourse to the Consolidated Fund and any interest will be free of United Kingdom income tax and capital gains tax.

#### DEFINITIONS

2. In this prospectus:  
"applicant" means an eligible person (as defined in paragraph 3) who enters into a Yearly Plan agreement;  
"certificate date" means the date one year after the first of the month which follows the month of the first payment. It will be shown on the certificate.  
"certificate value" means the capitalised value of payments made under the agreement together with interest earned on the payments at the certificate date.  
"holder" means the person in whose name payments are being made under a Yearly Plan agreement. A certificate issued under the Scheme will be registered in the holder's name.  
"initial agreement" means the first agreement made following an application to join the Scheme.  
"subsequent agreement" means a second or further agreement which follows on from the initial agreement by the exercise of the relevant option.  
"interest rates date" means the date which determines the interest rates which are applicable to an agreement, set out in an offer letter. For an initial agreement it is the date a valid application is received by the Savings Certificate and SAYE Office, Durham, (Yearly Plan Section). For a subsequent agreement it is an anniversary of the date "offer letter" means the letter sent to the applicant by the Savings Certificate and SAYE Office, Durham, (Yearly Plan Section), notifying him of the interest rates and other details of his agreement.

#### ELIGIBILITY

3. A Yearly Plan agreement may be applied for:  
(a) by any individual who has reached the age of 7 years and is not under a legal disability other than by reason of his age or  
(b) by such an individual on behalf of and in the name of a person under the age of 7 years at the date a valid application is received at the Yearly Plan Section; or  
(c) by a receiver on behalf of and in the name of a mentally disordered person; or  
(d) by not more than 2 trustees, either copartners or individuals, where the beneficiary of the trust is a sole individual.

#### APPLICATION

4. An applicant will complete an application form. The standing order mandate form which forms part of this application must show the day in the month on which payments are to be made. But the Yearly Plan Section will enter the month in which the first payment is to be made and send the standing order mandate to the bank. The date for the first payment will be no less than one month and no more than two months after the interest rates date. To start the agreement the first payment must be made on the due date. Subsequent payments will be due on the same day of the month in the following 11 months.

#### INTEREST RATES NOTIFICATION AND ACCEPTANCE

5. The interest rates applicable to an agreement will be notified to the applicant in an offer letter sent by post to the applicant's address. If the applicant rejects the offer, the standing order mandate must be cancelled so as to prevent the first payment from being made.

#### PAYMENTS

6. Payments may be made only under a standing order mandate acceptable to the Director of Savings. Payments can be made in the name of the applicant or by any person or body on his behalf. All such payments, once made, will become the property of the holder.  
7. Only one payment per agreement may be made in each of the 12 months of an agreement and each payment must be for the same amount.  
8. In the event of the death (other than of a trustee or receiver) of either the applicant or holder no further payments may be made under the agreement without the consent of the Director of Savings. Any payments made in breach of this paragraph will be refunded without interest.

#### LIMITS

9. The maximum monthly payment under the Scheme is £20. All monthly payments must be in multiples of £5. The total of all payments under the Scheme for the benefit of any one holder must not exceed £100 in any month. A holder who is a trustee will be

treated separately in his personal capacity and in his capacity, as trustee, and separately in respect of each separate trust fund.

#### SUBSEQUENT AGREEMENTS

10. Payments are made under an immediately preceding agreement leading to the issue of a certificate. The applicant has an option to enter into a subsequent agreement on the terms of this prospectus as amended in accordance with paragraphs 21 and 22. The applicant takes up the option by continuing the standing order payments provided the first payment under the subsequent agreement is made on the due date. If the applicant does not wish to take up the option the standing order mandate must be cancelled.

11. Payments on subsequent agreements must be for the same amount and be made on the same day of the month, as for the preceding agreement.

#### TRANSFERS

12. Agreements are transferable only with the consent of the Director of Savings. Certificates are transferable in the same way as other savings certificates.

#### INTEREST ON PAYMENTS UP TO CERTIFICATE DATE

13. Monthly payments in respect of which a certificate is issued will each earn simple interest for each complete calendar month up to the certificate date. Interest ceases on the last day of the month following the month of payment. If monthly payments are repaid before the certificate date no interest is payable.

#### INTEREST ON CERTIFICATES

14. A certificate showing the payments made at the certificate date will be sent to the applicant. The certificate value will earn interest compounded annually on the anniversaries of the certificate date for each whole calendar month from the certificate date up to the date of repayment or the fourth anniversary of the certificate date, whichever is earlier.

#### BASIS ON WHICH INTEREST IS EARNED

15. If at least 7 payments are made under an agreement the interest rates to be applied to individual payments and to the certificate value will be the lowest out of the relevant offer letters.

16. If 6 or fewer payments are made under an agreement the interest rate will be 3% p.a. This rate will apply both to the individual payments and to the certificate value.

#### REPAYMENT

17. The only permissible units of repayment are:

- (a) whole certificates together with accrued interest;
- (b) all the payments so far made.

18. Repayment will be made on application in writing to the Yearly Plan Section. The repayment warrant will normally be put in the post within 14 working days of receiving an application, but repayment within this period cannot be guaranteed and it is advisable to apply as far in advance as possible. Repayment will be made by credited warrant, for the purpose of this prospectus, the date of repayment will be deemed to be the date on the warrant.

19. No repayment will be made in respect of an agreement or Yearly Plan certificate held by a holder under the age of seven years, except with the consent of the Director of Savings.

#### EXTENSION TERMS

20. From the 4th anniversary of the certificate date, and until 3 months notice has been given otherwise, interest will continue to accrue:

- (a) on certificates for which at least 7 payments have been made at the variable extension rate applicable to other extended National Savings Certificates;
- (b) on certificates on which interest is payable at the rate of 2 1/2% p.a. until the 4th anniversary of the certificate date; at a rate of 3 1/2% p.a.

#### CHANGES TO THE PROSPECTUS

21. The Treasury may give notice with or without the option mentioned in paragraph 10 of this prospectus, in respect of existing and future agreements. This will not prevent an agreement (without an option) being made where an offer letter has been sent to the applicant.

#### 22. The Treasury may on giving notice:

- (a) change the amounts specified in paragraph 9;
- (b) change the minimum number of payments specified in paragraph 10 to secure the right to an option to enter into a subsequent agreement;
- (c) change the number of payments specified in paragraphs 15 and 16 which determine the basis on which interest will be earned;
- (d) lay down, alter or terminate the extension terms under paragraph 20; but not so as to affect others already made before the date specified in the notice or agreements in force.

23. The Treasury will give any notice required under paragraphs 21 and 22 in the London, Edinburgh and Belfast Gazette or in any other official gazette. If a notice is given otherwise than in the Gazette, it will act as soon as it is recorded in this prospectus thereafter is recorded in it.

### 1 YEARLY PLAN APPLICATION

Name and Address of Applicant (BLOCK LETTERS PLEASE)

Surname  Mr/Mrs/Miss

First name(s)

Address

Date of Birth  Day  Month  Year

(Not essential, but may be useful)

FOR NATIONAL SAVINGS USE ONLY

YPH

DIP

PC

PM

2 I will arrange monthly payments of: £  (minimum £20 maximum £100 in multiples of £5)

3 Other Payments to Yearly Plan: if payments are already being made to Yearly Plan on behalf of the above, please give the Yearly Plan numbers:-

4 I accept the terms of the Prospectus dated 2 July 1984.

Signature of Applicant

Date  19

Daytime Telephone Number

(Not essential, but may be useful)

### Yearly Plan Standing Order Mandate

Please pay to the Bank of England for the credit of National Savings

Please do not write in the box below. This is for National Savings use only.

SORTING CODE NUMBER  ACCOUNT NUMBER

Quoting Reference:

10-21-99 22577009

on the  DAY of each month until further notice in writing, the sum of £

AMOUNT IN WORDS

Please enter full Name and Address of Bank

and debit my/our account accordingly

Name of account to be debited

Account Number

Bank Branch Sorting Code

Signature(s) of Account Holder(s)

Date  19

BLOCK LETTERS PLEASE

Banks may decline to accept instructions to charge standing orders to certain types of account other than current accounts.

Savings Certificate Office, Yearly Plan Section, Durham DH99 1NS

# Tail end of the dog days

MAYBE the best news for the market this week was that on Friday it rained. Surely, the dog days ought to be nearly over. Investors will be trekking back, bronzed from foreign climes, to face such realities as the impending dock strike, which this week left equities as calm as a millpond.

## LONDON ONLOOKER

Even in its seasonal torpor, the market has been subject to an extraordinary amount of bid rumour and activity. Brooke Bond produced its innovative tape cassette defence against Tate and Lyle, and Tate responded more conventionally (but still waspishly). Horizon reiterated its objections to becoming part of the Grand Metropolitan empire. Even little Moray Firth Mullings had a word of protest about the predatory manoeuvres of Scottish and Newcastle brewers.

Several shares—Rowtree and Hill Samuel among them—moved around for the usual impenetrable reasons. But this week also saw another real live bid, and a big one—Carless Capel offering £104m for fellow oil explorer Premier Consolidated.

## Wandering Woollys

A huge oil tanker up a creek seems a brusque description of Britain's largest chain store. But the term comes this week from Mr John Beckett, Woolworth's chairman since the group changed hands in late 1982.

In Mr Beckett's view, however, the group has since been laboriously backing its way out of the aforesaid muddy backwater, and is now starting to nosed its way up the main channel. In balder terms, this means that it has taken a long while

to get Woolworth running on sensible lines, and that only now can the group address its principal problem—what its stores ought actually to be selling.

Under the old regime, Woolworth's store management was certainly rather messy. Store layouts were confused and confusing, and there were stories of stocks lying for so long in store-rooms that staff had forgotten they were there. With the change of management, it proved possible to tidy up the stock position rapidly, as several Woolworth suppliers found to their cost. A start has also been made on improving store layout and design, with some pilot stores producing doubled sales as a result.

Woolworth now feels ready to address its central problem, that of selling far too many things on an apparently hit-or-miss basis. Who would think of going to Woolworth to buy fishing tackle? And yet it apparently manages to sell more of it than anyone else in the country. The public may drift through Woolworth stores—as they do in remarkable numbers—but too often they have no clear idea of what they came for.

The new marketing strategy is set out for Woolworth employees in their house magazine. What exactly they will make of it about "cornerstone products" and "strategic product mix" is an open question; and indeed, the range of products—from handbags and gales to records and house plants—is still enough to confuse anyone. But introducing

logic to the Woolworth range is bound to be a long haul.

A successful chain like Marks & Spencer, for instance, can make money out of widening its product range. But M & S has two essential strengths: a clear image with the public of what it sells already, so that products can be added around the edges; and a management and staff which are capable of tracking how well prospects are selling, and removing them promptly if they don't.

Woolworth is well aware of its staff problem, but the solution will again take time. Sales staff will not normally work for Woolworth as first choice, if only because the wages are too low. But if Woolworth were to switch immediately to paying M & S-style wages, it would risk going out of business.

Despite the problems, though, Woolworth is a sleeping giant whose potential—if it really wakes up—is immense. The point is not lost on the stock market, which has been pushing the shares higher ever since the 1982 takeover. The new marketing strategy, though scarcely a final answer, is at least evidence of the management sustaining momentum over the long haul.

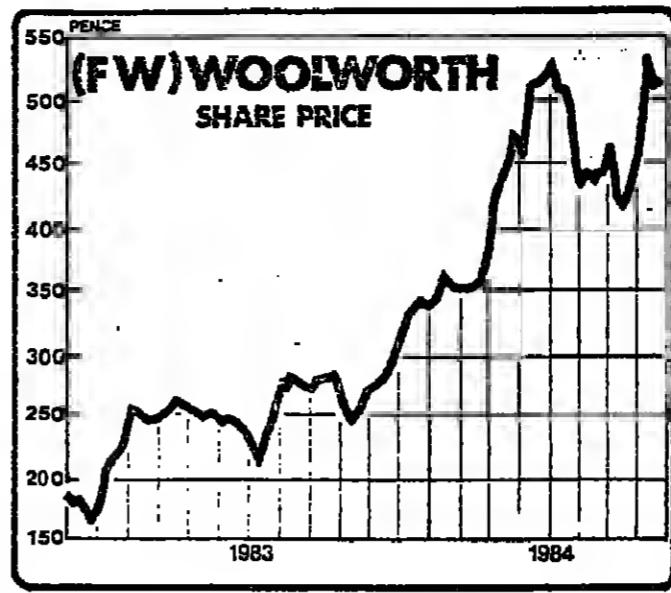
## Cadbury assortment

Cadbury Schweppes can usefully be divided into three parts: the good bit, the middling bit and the rest. The good bit is, of course, chocolate confectionery—a wondrously successful business in the context of the UK food industry. Almost uniquely, chocolate bars have kept their strong handing, with scarcely any competition from own label products, and still sell in quantities through small retailers; so they are largely exempt from the ferocious pressure exerted elsewhere by the likes of Sainsbury and Tesco.

Pricing pressure in fact comes from competition among the three industry giants, Cadbury, Mars Bar and Rowntree. But they are largely immune from new competition since the obstinately unfragmented nature of the market makes the manufacturing and marketing costs of new entry very high.

All the same, it had been expected that Cadbury's recent aggressive pricing policies would make for almost no profit increase in UK confectionery in the first half of this year. In fact, within the £6.2m increase in group pre-tax profit announced this week—to £39.7m—UK confectionery accounted for something like £2m.

Much of this was due to one new product, the Wispa chocolate bar. Wispa—a suitably different version of Rowntree's



Aero—is in far available in only a third of the UK. But if a big lift-off can be achieved, it could reach sales of 350m bars a year. At 16p a bar, this would bring its retail value to £56m—bettered only by KitKat, Mars Bar and Cadbury's own Dairy Milk.

As to the middling bit: the group's soft drinks—the interim figures saw a strong profit improvement. But volume in this business is acutely sensitive to the weather, and 1984 was hotter in the first half than 1983. A more important underlying weakness is that in the UK Schweppes is heavily dependent on mixer drinks—a market which has been declining in recent years along with spirit consumption. Again, Schweppes is stronger in the pub and off-licence trades than it is in supermarkets; and lately, as people have taken more to drinking at home, the big retailers have been increasing their share of the declining off-licence market.

The rest of the group—the Jeyes health and hygiene business, and tea and food—its pretty much a mixed bag. Some analysts believe that Cadbury would be well advised to get rid of these heterogeneous bits—which, with Jeyes' asset value at some £20m, and the tea and food divisions at £75m, would be a useful cash-raising exercise. More useful, perhaps, than the impending New York issue of 40-60m shares in the form of ADRs.

Still, 1984 should be a good year for the group. Assuming interest saving from the New York issue in the final quarter, analysts are looking for full-year pre-tax profits to reach at least £120m, an increase of £13m on last year.

## Surprise packages

The UK package tour industry is never easy to interpret, but this year it has been positively

bafling. Back around Christmas, with the peseta and drachma falling, the major operators were talking confidently of massive price cuts—and record volumes and profits—for the 1984 season. But by early summer the talk was all of disastrous lack of demand and overcapacity. And just lately, there have been reports of holidaymakers stampeding into travel agents' offices with last minute August bookings.

Results this week from two tour operators, Horizon and Saga, did little to clarify matters. Both were reporting interim figures—Horizon to end-May, Saga to end-April. Both made losses. For Saga, this is normal, since it makes all its money in the second half, and the losses were up only slightly at £2.3m. For Horizon to make a loss of £0.9m is rather more serious, since the group has 12 per cent of the winter holiday market, and made first half profits in the previous year of £0.7m.

The stock market, though, is already looking to summer 1983. It does not like what it sees. The Miltnerman currencies have started strengthening, and there are no longer the large discounts in the forward currency markets which did so much to cushion operators ahead of the current season.

In consequence, it looks as if the major competitors are thinking twice about the price war tactics which have characterised the past few years. Horizon chairman Mr Bruce Tanner said on Wednesday that he expected industry prices for next year to go up by around 20 per cent. As a result, he expects volumes to be flat, it remains to be seen, though, whether this cosy atmosphere will prevail if bookings fall to materialise nearer the time.

Tony Jackson

# Return to life

## NEW YORK TERRY BYLAND

WALL STREET surprised every one and perhaps itself, by suddenly springing back to life in the middle of the week, when market indices soared in the kind of trading that brings joy to the hearts of the most hardened trader.

The return of the bull market, if that is what it was, came out of the blue. It could not be accounted for by the minor revision in second quarter GNP announced at the beginning of the week, nor could its origins be traced to the bond market which continued to be in at least two minds about interest rates and remained dormant when stocks were surging ahead on Tuesday.

But there was no doubting the presence of the heavyweight from the major institutions. The total of block trades increased substantially and remained high throughout the week. Attempts to explain the renewed advance were faint-hearted. The market was feeling confident that the meeting of the Federal Reserve Open Market Committee (FOMC) at the beginning of the week would decide to leave credit policies alone.

The economy, viewed from Wall Street and also, hopefully, from the Washington office of Mr Paul Volcker, seems to be both slowing down nicely but also keeping going at a healthy pace.

Pressures at the short end of the credit markets appeared to be slackening a little as the problems in the thrift industry were brought into the open. Federal funds remained high, presumably in response to a decision at the July 16 meeting of the FOMC, but would probably go no higher.

So, taking all these ingredients together, and surging in the substantial cash balances still held by the institutions, it was not too far-fetched to expect the market, having absorbed the upsurge at the beginning of the month, should be ready to go again. Or, so ran the argument.

However, the new spate of confidence was soon tested. The very next trading session saw the bond market react downwards to the latest consumer price index and then to the increase in durable goods orders for last month. Both were a little stronger than the market either liked or expected, and bond prices fell by more than a point, albeit in thinning trading.

The renewed weakness in the bond market reactivated those who continue to point out that the returns to investors in federal securities remain very attractive vis-a-vis those available from the stock market.

The stock market turned cautious again, and although

most of the week's gains remained intact, the trend returned to its previous sluggish mode. Turnover slipped back to more normal levels and the blue chips, which had led the advance, churned around their newly-established levels. There were some indications that the market had been overbought and needed another period of consolidation.

The stock market still needs to see a further fall in interest rates to give it the confidence to renew the bull phase. It is not at this point that comparisons with the summer of 1982 invariably founder.

However, with short term rates still very firm, and the long end of the bond market locked into the debate over bearer bonds, the outlook for interest rates remains uncertain. Further convincing action on the Federal deficit is now unlikely before the presidential election, which has also made all discussions of tax cuts somewhat academic.

The modest slowdown in the economy indicated by the July retail sales figures and the car sales for early August is the outlook for interest rates. But the market will need further evidence before taking the bit between its teeth again.

The market was not entirely focussed around the upswing in the blue chips. Among a host of features, stock in American Express (AMEX) stood out strongly, topping the list of active stocks on two days of the week.

Significantly, Amex stock moved higher in the wake of the disclosure that Financial Corporation of America (FCA) had sold 7m of its 10m share stake in Amex. The deal was the second largest in terms of number of shares ever recorded on the New York Stock Exchange.

Investors had been fearful for some weeks that FCA would sell its Amex stake in a hurry to raise cash, and were happy to see the bulk of the FCA stake sold in the market without noticeable fuss. While there are still the doubts over the outlook for the insurance operations of Amex, the sale of FCA's stake has removed one cloud.

|           |         |        |
|-----------|---------|--------|
| MONDAY    | 1216.98 | +22.75 |
| TUESDAY   | 1239.73 | +22.75 |
| WEDNESDAY | 1231.78 | -7.95  |
| THURSDAY  | 1232.44 | +0.66  |
| FRIDAY    |         |        |

## MARKET HIGHLIGHTS OF THE WEEK

|                              | Price | Change  | 1984  | 1984  |                                    |
|------------------------------|-------|---------|-------|-------|------------------------------------|
|                              | y/day | on week | High  | Low   |                                    |
| F.T. Ind. Ord. Index         | 836.8 | -1.5    | 922.8 | 755.3 | Dock dispute inhibits trade        |
| Allianz Versicherungs        | £22½  | +18½    | £22½  | £19½  | Domestic market strength           |
| Anglo-Ind. Inv. Assets       | 575   | +87     | 610   | 384   | Bid from Omnium Intl.              |
| BICC                         | 235   | +12     | 287   | 208   | Interim results due soon           |
| Brenntag                     | 66½   | +9½     | 82    | 46    | Bid suggestions                    |
| Dale Electric                | 7a    | -10     | 94    | 78    | Disappointing annual figures       |
| De Beers Oefd.               | 428   | -28     | 616   | 384   | Int. div. stands still disappoints |
| Eglington Oil & Gas          | 95    | -30     | 245   | 76    | Columbian drilling doubts          |
| Highgate & Job               | 110   | +27     | 225   | 70    | Ramsdell Trading's 25.6% stake     |
| London Prudential Inv. Trst. | 236   | +16     | 243   | 190   | Bid from Kleinwort Benson          |
| Metal Box                    | 354   | +18     | 378   | 287   | Renewed American buying            |
| Munford & White              | 170   | +36     | 230   | 67    | Increased Tunstall offer           |
| Neill (James)                | 81½   | +11½    | 83    | 41    | Good half-yearly results           |
| Premier Cons.                | 72½c  | +14     | 74    | 42    | Bid from Carless Capel             |
| Scottish & Newcastle Brew.   | 108   | -8      | 129   | 98    | Chairman's gloomy statement        |
| Shell Transport              | 642   | +27     | 704   | 538   | World oil situation improves       |
| Smith (W.H.) A               | 146   | +16     | 160   | 118   | Better-than-expected results       |
| Standard Chartered Bank      | 462   | -26     | 574   | 440   | Disappointing interim figures      |
| Turner & Newall              | 89    | +14     | 100   | 65    | Sudden U.S. demand                 |
| Victor Products              | 93    | +13     | 134   | 78    | Revived bid hopes                  |

**An invitation to any investor with £25,000 or more**

The Directors of Vanbrugh Life Assurance and the Investment Managers of the Prudential Group invite you to discover the full range of advantages offered through their VIP service.

To the Directors of Vanbrugh Life Assurance Limited, 41-43 Maddox Street, London, W1R 9LA, Tel: 01-499 4923

I would like to hear all about the unique investment service created by Vanbrugh exclusively for investors with £25,000 or more.

Name \_\_\_\_\_  
Address \_\_\_\_\_  
Tel. No. \_\_\_\_\_

FT25/S Vanbrugh

## A tale of two giants

ONCE UPON A TIME, two giants of the South African mining industry announced their results in the same week. The first giant reported an increase of one-third in attributable profits for the first half of its financial year, while the second giant had to admit that its profits for the full year had fallen by 8 per cent. Both decided to leave the level of their dividends unchanged.

The subsequent performance of the respective share prices was curious, to say the least. Giant No. 1, better known as De Beers Consolidated Mines, saw its shares fall 14p in London immediately after the release of the figures, even though the group had reported an improvement in profits. The shares slipped further on succeeding days, recording a total decline of 29p in the three days after the results.

Giant No. 2, otherwise known as Gold Fields of South Africa, watched as its share price edged cautiously upwards, gaining 23p in the two days following the release of the lower profits figure.

Why the difference? It all comes down to investors' expectations of the respective dividends. Mr Robin Plumbridge, chairman of GFSA, had told shareholders in his annual statement for last year that there might be scope for a modest increase in the dividend.

GFSA's profits are linked primarily to the level of dividends from its investments in the gold mines, and thus to the relationship between the gold price and workings costs. There is also important income to be derived from the group's dealings in the gold share market, and here volatile share price are a prerequisite.

In the event, there has been little or no growth in dividends, and the market has remained decidedly sluggish, with the result that GFSA's earnings were widely expected to be lower than for the previous year. There was thus no real surprise in the fact that the dividend was not increased.

For De Beers, by contrast, diamond sales have been increasing, giving rise to hopes of a stronger performance on the diamond account. In addition, the associated companies Anglo American Corporation and Minerals and Resources both registered improvements, boosting De Beers' share of income from associates.

A better performance from the group was thus on the cards, and one or two commentators went so far as to forecast a rise of perhaps 2½ cents in the interim dividend.

De Beers itself gave no hint of any change in the level of dividends, and in fact it would have been surprising if the directors had made such a rapid recovery from the traumas of just 2½ years ago, when they faced up to the inevitable and cut the dividend for the first time in almost 40 years.

The group was still keenly aware of the shockwave that decision set off, and has no desire to repeat the experience ever again. A period of stability in dividend declarations seems inevitable, and De Beers is unlikely to raise the payout until it is absolutely convinced that the higher level can be maintained through bad times as well as good.

Expectations of a higher dividend at this stage were therefore clearly premature, and investors have only themselves to blame for their disappointment. Oh, and of course, those commentators who predicted an increase. Beware of analysts bearing gifts!

The market makers in Australian mining shares heaved a collective sigh of relief this week as Mr Paul Keating unveiled his proposals for the country's budget. Overall, the budget was kind to the natural resources companies, giving this sector of the share market a welcome boost.

Of paramount importance was the fact that gold mining will remain exempt from tax, while there was also comfort for the mining industry in the move to allow exploration spending to be offset against income from any source, rather than just against direct mining income.

Beyond that, the dreaded Resources Rent Tax still seems as far away as ever from being applied to hard-rock mining. What more could the industry ask for? Well, lower charges for power and freight, for a start, but you can't have everything, can you?

## Where to find a guru

BY WILLIAM DAWKINS

GROWING NUMBERS of USM newcomers are grooming themselves for the autumn new issues season.

They will be trying harder than ever to attract your cash ahead of the mammoth British Telecom flotation in November—huh where can you turn to for advice?

Only a year ago, stockbrokers prepared to devote much research to the USM were distinctly thin on the ground. A handful of share tip-sheets of highly variable quality did little to fill the gap.

But thanks to a growing awareness in the City that the political climate is set fair to encourage the growth of small companies and that the 257-strong USM is here to stay, the situation is now very different.

Many USM shares are still drilling in an information vacuum, but most leading brokers are devoting an increasing amount of research effort to the stocks they hope will become the ITCs of the future.

Continental Illinois, the U.S. commercial bank, highlighted the change in its recent annual survey of the quality of investment research, when it included for the first time a section on the USM, listing 16 brokers.

Top of the division, with nearly 31 per cent of the votes of a sample of institutional investors, was Simon & Coates, closely followed by Hoare Govett with almost 30 per cent, and further down the field by Grievecon Grant, with 21 per cent of the votes.

Simon & Coates are active new issue sponsors, but Hoare Govett were the first to publish extensive USM research and offer the broadest—if not the most detailed—service.

Not surprisingly, few brokers will be prepared to advise you on the USM or send you their latest research publications unless you do business with them.

Hoare Govett is no exception, although it will send you its weekly USM data sheet, which has a circulation of 200, for an annual £50 subscription. On top of that, there is an annual directory of USM companies, due to be republished in November. The first edition last year cost £25, but prices are now being reviewed.

Hoare Govett clients can get, at no direct charge, comments on new issues within 24 hours of the publication of a prospectus, through the Stock Exchange's Topic screen system. The same service is available via the telephone network on Prestel, and Hoare Govett also publishes a monthly review of 20 USM stocks, due to be expanded to 40 over the next few months.

Simon & Coates's 30-strong research team has deliberately taken a more selective approach, with a monthly bulletin which concentrates on electronics companies—its traditional field of expertise—many of which are quoted on the USM. There are also occasional bulletins on individual USM stocks.

Like most brokers, Simon & Coates generally sends its research publications to institutional clients only, but it is also prepared to issue material to private investors "with a serious interest in the USM," and places much importance on its telephone advisory service. Grievecon Grant's monthly USM review, free to clients, covers 60 USM stocks, including the junior stock market's 16 oil companies. These account for 13 per cent of the USM's value, the most important sector after the electronics sector, which takes up 21 per cent of total capitalisation.

"Apart from oils, our target is to cover those companies with the best potential in move to a full listing," says Grievecon's Vanessa Jackson.

Beyond the big three, the most important stockbroking sources of USM advice must be Capel-Cure Meyers and James Capel. Capel-Cure offers a monthly survey of around 80 smaller companies including 21 on the USM, while James Capel covers 12 USM stocks in detail and is planning a small company monthly to cover a much larger range.

James Capel sends research to private clients only on demand, and it prefers to take on a portfolio worth no less than £50,000. Neil Blackley, its small companies expert, emphasises that his enlarged service will not concentrate on the USM alone.

"For investment purposes, there is really no logic in restricting yourself to the USM," he says. "It is more a question of looking for small companies which offer prospects for above-average growth."

## Unlisted Securities Market

offer the broadest—if not the most detailed—service.

Not surprisingly, few brokers will be prepared to advise you on the USM or send you their latest research publications unless you do business with them.

Hoare Govett is no exception, although it will send you its weekly USM data sheet, which has a circulation of 200, for an annual £50 subscription. On top of that, there is an annual directory of USM companies, due to be republished in November. The first edition last year cost £25, but prices are now being reviewed.

Hoare Govett clients can get, at no direct charge, comments on new issues within 24 hours of the publication of a prospectus, through the Stock Exchange's Topic screen system. The same service is available via the telephone network on Prestel, and Hoare Govett also publishes a monthly review of 20 USM stocks, due to be expanded to 40 over the next few months.

Simon & Coates's 30-strong research team has deliberately taken a more selective approach, with a monthly bulletin which concentrates on electronics companies—its traditional field of expertise—many of which are quoted on the USM. There are also occasional

## UK CONVERTIBLE STOCK 25/8/84

| Name and description         | Size (£m) | Current price | Terms* | Conversion dates | Flat yield | Red yield | Premium†  |        | Income | Equil Conv‡ | Div‡  | Current |
|------------------------------|-----------|---------------|--------|------------------|------------|-----------|-----------|--------|--------|-------------|-------|---------|
|                              |           |               |        |                  |            |           | Current   | Range‡ |        |             |       |         |
| British Land 12pc Cv 2002    | 8.60      | 404.50        | 333.3  | 80-87            | 3.0        | -1.3      | -7 to -1  | 28.1   | 30.7   | 0.6         | +2.0  |         |
| Hansm Trust 9pc Cv 01-06     | 51.54     | 343.50        | 160.7  | 85-01            | 2.9        | -2.8      | -9 to -2  | 166.7  | 74.1   | -26.2       | -23.3 |         |
| Slough Estates 10pc Cv 57-80 | 3.03      | 291.50        | 234.4  | 78-85            | 3.4        | -5.8      | -11 to -2 | 13.9   | 4.8    | -2.9        | +2.8  |         |
| Slough Estates Spc Cv 81-94  | 24.72     | 125.50        | 97.5   | 80-88            | 6.4        | 3.9       | -2.5 to 1 | 22.5   | 22.9   | 0.3         | +2.7  |         |

\* Number of ordinary shares into which £100 nominal of convertible stock is convertible. † The extra cost of investment in convertible reassessed no per cent of the cost of the equity in the convertible stock. ‡ Three-month range. § Income on number of ordinary shares into which £100 nominal of convertible stock is convertible. ¶ This income, expressed in pence, is summed from present time until income on ordinary shares is greater than income on £100 nominal of convertible or the final conversion date whichever is earlier. Income is assumed to grow at 10 per cent per annum and is present valued at 12 per cent per annum. \*\* Income on £100 of convertible. Income is summed until conversion and present valued at 12 per cent per annum. †† This is income of the convertible less income of the underlying equity expressed as per cent of the value of the underlying equity. ‡‡ The difference between the premium and income difference expressed as per cent of the value of underlying equity. ††† is an indication of relative cheapness. †††† is an indication of relative dearth. ‡‡‡ Second date is assumed date of conversion. This is not necessarily the last date of conversion.

## FIGHT BIG BROTHER 1984 IS HERE!

ARE YOU BUGGED?

The E17 has a tiny red light that lets you know if there is a transmitter or "bug" in your presence. This ultra miniaturized system fits in your pocket to protect your privacy everywhere!

ARE YOUR PHONES TAPPED?

Protect the privacy of every telephone conversation. The Tap Alert B 409 checks your telephone 24 hours a day to detect wiretaps and telephone "bugs". A flashing red light will warn you day or night if your privacy is in danger.

For further information contact Mr. Allyn at:  
**CCS Communication Control Systems Ltd.**  
62 S. Audley St., London W1 Tel: (01) 629-0223 TX: 8814709

## Today's Rate 11¼%

### 3i Term Deposits

Deposits of £1,000-£50,000 accepted for fixed terms of 3-10 years. Interest paid half-yearly. Rates for deposits received not later than 7.9.84 are used for the terms shown:

| Term (years) | 3   | 4   | 5   | 6   | 7   | 8   | 9   | 10  |
|--------------|-----|-----|-----|-----|-----|-----|-----|-----|
| Interest %   | 11¼ | 11¼ | 11¼ | 11¼ | 11¼ | 11¼ | 11¼ | 11¼ |

From 6th April 1983, interest will be paid after deduction of tax at the basic rate to UK resident individuals on deposits of less than £10,000. Deposits over £10,000 will be paid gross. Interest is payable quarterly. Dependence on further information from the Investor's Guide to the Investment Group, 91 Water Lane, London E14 8JZ (01-252-8222). Cheques payable to "Bank of England, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100, 102, 104, 106, 108, 110, 112, 114, 116, 118, 120, 122, 124, 126, 128, 130, 132, 134, 136, 138, 140, 142, 144, 146, 148, 150, 152, 154, 156, 158, 160, 162, 164, 166, 168, 170, 172, 174, 176, 178, 180, 182, 184, 186, 188, 190, 192, 194, 196, 198, 200".

## IBS hangs on tenterhooks

IMMEDIATE Business Systems' share prices seem to be pausing for breath after their recent meteoric rise.

Over the past month, its shares have gained by 50 per cent to settle at 36p during the week, where the loss-making portable hilling equipment maker is valued at £4.5m.

Over whether IBS's four-week old discussions with a third party—said to be a major computer group—will lead to a bid, if they do the directors will have turned something of a full circle from the time when they staged a £1.5m management buy-out of the rights to the billing machine from their former employer, Plessey.

Two-and-a-half years ago, rights issues totalling £4.5m and £4.2m of losses later, IBS had built up a £4.5m order book. But it needs annual sales of between £6m and £7m just to break even, and will be lucky to reach that level without running through its cash balances of less than £2m.

Of course, IBS might become profitable much more quickly if it could share its overheads with a new owner.

The main problem was that its principal machine, which allows gas, water and electricity

to be issued within seconds of meter-reading, took longer than expected to catch on with ultra-cautious utility companies. It has in the end been well received by two UK electricity boards and one North American utility but the directors, who are understandably unwilling to comment, would no doubt still be relieved to return to the protective arms of a rich parent.

Moreover, with all these unrelieved tax losses in its books, IBS could make an attractive purchase for a highly-rated predator with a fondness for computerised meter-reading.

Handwritten signature or scribble at the bottom of the page.

هكذا صنعنا القليل

# YOUR SAVINGS AND INVESTMENTS

## PENSIONS Tax-free top-up

MEMBERS OF company pension schemes are usually able to make Additional Voluntary Contributions which are invested to boost their pension rights. However, the choice of AVC investment scheme rests entirely with the trustee. Some large pension schemes have put AVCs into building society schemes, claiming that this is what most employees wanted.

Nevertheless, AVCs, like all pension schemes, are highly tax-efficient savings vehicles and employees should consider using them as their main savings vehicles for retirement. But there are certain restrictions imposed by the Inland Revenue.

First, the overall pension contribution rate that an employee can make (including his mainstream contribution) is 15 per cent of earnings. Thus, an employee paying 6 per cent to the main scheme can contribute up to 9 per cent of earnings to an AVC arrangement.

Second, he or she has to make contributions for at least five years, or until retirement if earlier. The revenue discourages employees from chopping and changing their payments.

Finally, the pension secured by the assets acquired in the AVC scheme is added to the employee's mainstream pension. The combined pension is subject to the Revenue's overall pension limit—two-thirds of final salary for 10 or more years service. AVCs are simply an

Man aged 53, currently earning £20,000 a year. Retiring at 65 with 30 years service in his present company. His company pension scheme provides a deduction of 1/60th of final earnings for each year of service less a deduction of 1/4 times basic single rate State pension. Estimated earnings at retirement: £37,966.

Company pension benefits at 65: either a pension of £14,191 per annum or a tax free lump sum of £56,949 and a reduced pension of £7,363 (the widow's pension would be half this amount).

AVC Scheme—contributing 5 per cent of earnings. Accumulated sum at 65: £26,381. This will boost pension by £2,812 per annum in fixed money terms or £1,889 per annum increasing by 5 per cent each year or £1,280 per annum index-linked (reducing by half to widow—wife three years younger).

\* Assumptions: Investment return 8 per cent per annum. Earnings growth 6 per cent per annum. Retail Price Index 5 per cent per annum. This is a typical set of assumptions used by consulting actuaries.

Source: Equitable Life

extension of the company by this suggestion, preferring to offer personal pensions as an alternative, not an addition, to company schemes.

Trustees need not wait for Mr Fowler to consider further. They can put AVCs on a personal basis so that the employee can select from the present AVC range; from a secure building society scheme to a one investing in public service specialist equity funds under a linked pension plan. After all, AVCs are top-up arrangements, so the investor can afford to be more adventurous in his investment.

The position of the 4m employees in public service schemes is somewhat different. Some schemes do have an AVC facility, but most including the Civil Service scheme, do not. This is a situation that Mr Fowler should rectify in his current review.

**NEXT WEEK:** How to transfer your pension when changing jobs.

Eric Short

## INVESTMENT TRUSTS New way to save

FOR THOSE wishing to save a regular sum every month, life assurance has always been the recommended investment medium—at least it was until the Budget in March removed the tax relief on life policy premiums.

Since then, for most people, unit trust savings plans have been given the edge both by the tax system and by their lower commission costs.

This week however a third type of investment institution has for the first time entered the battle for the money of regular savers—the investment trusts. Foreign and Colonial, the oldest and second largest investment trust with assets of about £450m, is launching a plan to allow savers' regular monthly payments to be used to buy Foreign and Colonial shares.

In addition, the savings scheme will permit F & C shares. Shareholders can also have the dividends they receive from other companies re-invested automatically in F & C shares. Not that there has even been any bar against investors using their savings and their dividends in this fashion. But having to deal so frequently with small amounts of money is time-consuming. It is also expensive as large amounts of commission have to be paid to stockbrokers to buy shares in small quantities.

Under the F & C saving scheme, all the monthly individual orders to buy shares from F & C shareholders will be lumped together by the Registrar, the Royal Bank of Scotland. This should mean that only the minimum 1.65 per cent commission charge to stockbrokers will have to be paid.

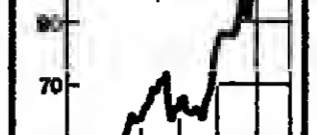
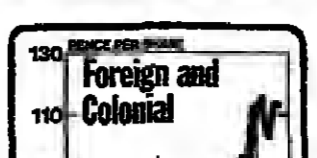
Your net dividend payments, after basic rate tax has been deducted, can be mandated direct to the Royal Bank of Scotland which will use the money to buy F & C shares without any need for your intervention.

Such a scheme for re-investing dividends, which is similar to the service offered by accumulation unit trusts, is widely employed by U.S. companies. But British companies, including investment trusts, have been inhibited from offering such a service by the laws against companies promoting the sale of their own shares.

So far the only other investment trust to offer a regular savings plan, excluding any dividend re-investment, is the Alliance Trust of Dundee. But it has attracted very few clients (accounting for only 0.1 per cent of the shares).

In this case, the savings scheme is open only to F & C shareholders so that it can be presented as a service to existing shareholders. So you will have to buy a few F & C shares by yourself through a stockbroker or bank before you can take advantage of the service.

The savings scheme client does not need to meet directly any of the administrative costs of the scheme. These will be borne by F & C shareholders' attraction of the scheme for existing shareholders is that the regular inflow of money used to buy F & C shares should help boost the share price. This may bring down the 20 to 30 per cent



## Costing your loan

FROM SEPTEMBER of next year you should find it easier to choose and compare the cost of a mortgage.

Building societies are to be required by law to quote the interest rate on their mortgages as an annual percentage rate (APR) rather than the nominal rate which they quote at present. Banks are already required to quote the APR.

It won't make any difference to the actual cost of your mortgage. The aim of ending the exemption is to make it easier, in the government's words, to "judge and compare the true cost" of the alternative mortgage schemes available.

The APR requirements were first introduced to provide a common yardstick when comparing the cost of various credit facilities offered by a wide range of institutions. Most interest rates were quoted on a monthly basis and the various charges on top of the actual interest rate varied widely.

This made it difficult for the consumer to get a clear picture of the financial commitment they were taking on or to choose between different lenders.

The APR, which is intended to show the annual percentage rate of the full charge for credit, has several components. It includes the interest rates which have to be quoted on an annual basis, and most other charges which affect the cost of borrowing. In the case of mortgages, this includes the valuation fees and solicitors' mortgage charges. In the case of the banks, the APR would also include their one-off arrangement fee.

The APR is higher than the nominal rate which societies quote partly because it includes these extra charges. But the APR also takes into account the timing of payments. The earlier you have to make a payment, the more costly it is. Building societies, which require interest to be paid monthly throughout the year rather than just in one lump sum at the end of the year, because you are paying interest "early" the true rate is higher.

In addition, the amount of interest you have to pay is fixed as a percentage of the amount you owe at the start of each year. But each month you are repaying a sizeable chunk of the loan. In quoting their nominal rate, societies take no account of this, which means that they charge you the same amount of interest on a diminishing debt.

The difference between the true rate of interest and the quoted nominal rate is particularly striking when you have reached the last few years of a 25-year repayment mortgage. For instance, a nominal rate of 13 per cent becomes a true rate of 15.3 per cent in the 21st year, 17.73 per cent in the penultimate year and as much as 25.82 per cent in the final year.

For this reason, it can often be worth paying off your mortgage entirely a few years before the end of the term.

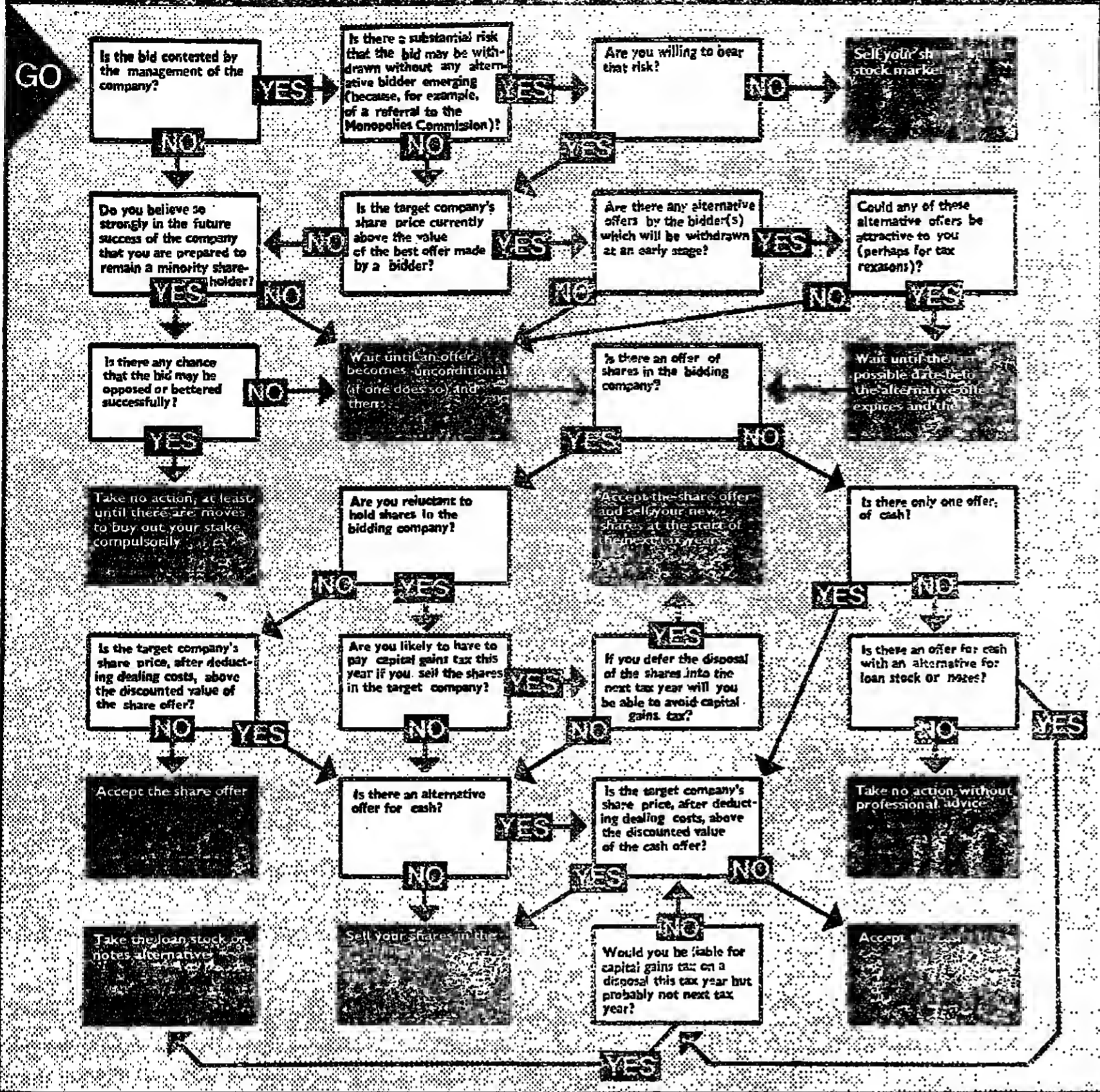
**NEXT WEEK:** Pawnbrokers  
Margaret Hughes

# The Investment Trust Table

The figures in the columns below are based on information supplied by the companies named, which are members of The Association of Investment Trust Companies. The figures are as at:

| as at close of business on Monday 20th August 1984 |                               |                               |                     |           |                         |                     |                |           |           | as at 31st July 1984 |                              |  |                              |                            |                |                     |           |                         |                     |           |           |     |     |                              |  |
|--|-------------------------------|-------------------------------|---------------------|-----------|-------------------------|---------------------|----------------|-----------|-----------|----------------------|------------------------------|--|------------------------------|----------------------------|----------------|---------------------|-----------|-------------------------|---------------------|-----------|-----------|-----|-----|------------------------------|--|
| Total Net Assets (£ million)                       | INVESTMENT POLICY (1)         | Management (3)                | Share Price (pence) | Yield (%) | Net Asset Value (pence) | Geographical Spread |                |           |           |                      | Gearing Factor (11) base=100 | Total Return on N.A.V. over 5 years to 31.7.84 (12) base=100 | Total Net Assets (£ million) | INVESTMENT POLICY (1)      | Management (3) | Share Price (pence) | Yield (%) | Net Asset Value (pence) | Geographical Spread |           |           |     |     | Gearing Factor (11) base=100 | Total Return on N.A.V. over 5 years to 31.7.84 (12) base=100 |
|  |                               |                               |                     |           |                         | UK (%)              | Nth. Amer. (%) | Japan (%) | Other (%) | UK (%)               |                              |  |                              |                            |                |                     |           |                         | Nth. Amer. (%)      | Japan (%) | Other (%) |     |     |                              |  |
| 304  | CAPITAL & INCOME GROWTH       | Aberdeen Fund Managers        | 135                 | 5.1       | 178                     | 67                  | 27             | 8         | 3         | 101                  | 227                          | 56   | Commodities & Energy         | Montagu Inv. Man.          | 99             | —                   | 135       | 10                      | 90                  | —         | —         | 89  | —   |                              |  |
| 170  | City of London                | City of London                | 170                 | 4.0       | 721                     | 36                  | 47             | 9         | 8         | 92                   | 277                          | 15   | City & Foreign               | J. Rothschild              | 107            | 0.7                 | 123       | 24                      | 49                  | 1         | 26        | 78  | —   |                              |  |
| 58   | Alliance Trust                | Alliance Trust                | 58                  | 2.7       | 161                     | 44                  | 48             | 2         | 6         | 103                  | 259                          | 93   | DRYAN Consolidated           | DRYAN Consolidated         | 224            | 4.6                 | 304       | 31                      | 40                  | 1         | 23        | 100 | 199 |                              |  |
| 82   | Anglo Scottish                | Anglo Scottish                | 82                  | 4.1       | 99                      | 46                  | 36             | 10        | 6         | 107                  | 272                          | 63   | TR Natural Resources         | TR Natural Resources       | 79             | 1.8                 | 109       | 34                      | 65                  | —         | 1         | 109 | 217 |                              |  |
| 201  | Bankers                       | Bankers                       | 201                 | 3.2       | 185                     | 47                  | 25             | 21        | 7         | 87                   | 244                          | 14   | Wiking Resources             | Wiking Resources           | 474            | 6.0                 | 640       | 39                      | 30                  | —         | 31        | 59  | 185 |                              |  |
| 264  | British Investment Trust      | British Investment Trust      | 264                 | 3.7       | 417                     | 46                  | 37             | 18        | 1         | 87                   | 246                          | 26   | Wemyss                       | Wemyss                     | 80             | 1.4                 | 102       | 5                       | 83                  | —         | 2         | 94  | 180 |                              |  |
| 65   | Brumner                       | Brumner                       | 65                  | 4.3       | 84                      | 47                  | 37             | 5         | 11        | 103                  | 251                          | 6Δ   | Winterbottom Energy          | Winterbottom Energy        | 59             | —                   | 59        | 62                      | 38                  | —         | —         | 43  | —   |                              |  |
| 71   | Charter Trust & Agency        | Charter Trust & Agency        | 71                  | 4.5       | 86                      | 56                  | 27             | 13        | 4         | 99                   | 248                          | 55   | Technology                   | Baillie Gifford Technology | 87             | 4.3                 | 109       | 49                      | 40                  | 7         | 4         | 100 | 215 |                              |  |
| 109  | Continental & Industrial      | Continental & Industrial      | 109                 | 5.4       | 625                     | 56                  | 42             | —         | 3         | 103                  | 244                          | 72   | British American & Gen.      | British American & Gen.    | 132            | 2.4                 | 183       | 44                      | 26                  | 15        | 5         | 95  | 274 |                              |  |
| 146  | Drayton Premier               | Drayton Premier               | 146                 | 3.6       | 126                     | 46                  | 36             | 9         | 9         | 103                  | 280                          | 261  | Fleming Technology           | Fleming Technology         | 132            | 0.3                 | 264       | 20                      | 74                  | —         | 4         | 95  | 254 |                              |  |
| 417  | Edinburgh Invest. Trust       | Edinburgh Invest. Trust       | 417                 | 3.4       | 292                     | 53                  | 30             | 16        | 1         | 89                   | 260                          | 221  | TR Technology                | TR Technology              | 78             | 3.0                 | 110       | 34                      | 43                  | 19        | 4         | 107 | 256 |                              |  |
| 93   | First Scottish American       | First Scottish American       | 93                  | 3.2       | 154                     | 41                  | 53             | 18        | 8         | 106                  | 277                          | 17   | INCOME GROWTH                | British Assets             | 165            | 4.5                 | 226       | 40                      | 59                  | —         | 1         | 97  | 266 |                              |  |
| 472  | Foreign & Colonial            | Foreign & Colonial            | 472                 | 3.9       | 232                     | 46                  | 39             | —         | 5         | 94                   | 250                          | 129  | British Assets               | British Assets             | 195            | 4.4                 | 221       | 91                      | 5                   | —         | 4         | 92  | 322 |                              |  |
| 598  | General Consolidated          | General Consolidated          | 598                 | 5.7       | 312                     | 65                  | 23             | —         | 5         | 103                  | 219                          | 103  | Lowland                      | Lowland                    | 83             | 6.0                 | 107       | 47                      | 37                  | 9         | 7         | 99  | 242 |                              |  |
| 263  | Globe                         | Globe                         | 263                 | 5.7       | 272                     | 70                  | 28             | —         | 3         | 93                   | 230                          | 103  | Merchants                    | Merchants                  | 97             | 6.6                 | 116       | 77                      | 10                  | 2         | 11        | 92  | 292 |                              |  |
| 7  | Philip Hill                   | Philip Hill                   | 7                   | 4.8       | 113                     | 73                  | 19             | 8         | —         | 96                   | 233                          | 33   | Murray Income                | Murray Income              | 205            | 4.4                 | 278       | 60                      | 25                  | 9         | 6         | 107 | —   |                              |  |
| 30   | Jos Holdings                  | Jos Holdings                  | 30                  | 4.7       | 403                     | 59                  | 30             | 11        | —         | 100                  | 274                          | 50   | SMALLER COMPANIES            | English & International    | 81             | 2.6                 | 103       | 53                      | 31                  | 13        | 3         | 102 | 266 |                              |  |
| 31   | Keystone                      | Keystone                      | 31                  | 2.6       | 169                     | 45                  | 47             | 3         | —         | 115                  | 269                          | 10   | P & Callahan                 | P & Callahan               | 172            | 5.5                 | 221       | 95                      | 3                   | 2         | 2         | 98  | 210 |                              |  |
| 36   | London & Strathclyde          | London & Strathclyde          | 36                  | 4.3       | 177                     | 73                  | 32             | —         | —         | 94                   | 254                          | 25   | Family                       | Family                     | 99             | 3.2                 | 126       | 70                      | 21                  | 6         | 2         | 93  | 259 |                              |  |
| 106  | Melburn                       | Melburn                       | 106                 | 3.4       | 312                     | 47                  | 36             | 18        | —         | 94                   | 254                          | 44   | Fleming Medging              | Fleming Medging            | 127            | 2.5                 | 170       | 26                      | 21                  | 4         | 2         | 87  | 213 |                              |  |
| 96   | Northern American             | Northern American             | 96                  | 3.3       | 154                     | 59                  | 21             | 11        | 9         | 118                  | 235                          | 25   | General Stockholders         | General Stockholders       | 95             | 2.8                 | 117       | 45                      | 45                  | 2         | 8         | 100 | 254 |                              |  |
| 86   | Raelum                        | Raelum                        | 86                  | 4.5       | 365                     | 52                  | 32             | 10        | 6         | 94                   | 237                          | 22   | Gartmore (Scotland)          | Gartmore (Scotland)        | 136            | 5.8                 | 184       | 62                      | 18                  | —         | 20        | 95  | 209 |                              |  |
| 67   | River & Merenside             | River & Merenside             | 67                  | 3.2       | 138                     | 68                  | 21             | 7         | 4         | 88                   | 247                          | 15   | Glasgow Stockholders         | Glasgow Stockholders       | 220            | 3.8                 | 230       | 62                      | 22                  | 11        | 5         | 82  | 224 |                              |  |
| 37   | River Plate & General         | River Plate & General         | 37                  | 5.5       | 231                     | 76                  | 12             | —         | 12        | 104                  | 247                          | 13   | London Atlantic              | London Atlantic            | 160            | 5.1                 | 211       | 89                      | 5                   | —         | 6         | 100 | 295 |                              |  |
| 29   | Save & Prosper Nat. of Assets | Save & Prosper Nat. of Assets | 29                  | 3.1       | 410                     | 100                 | —              | —         | —         | 198                  | 277                          | 14   | London Prudential            | London Prudential          | 242            | 5.9                 | 273       | 90                      | 5                   | —         | 5         | 93  | 261 |                              |  |
| 175  | Scottish Meridian             | Scottish Meridian             | 175                 | 3.0       | 410                     | 100                 | —              | —         | —         | 198                  | 277                          | 158  | Moorgate                     | Moorgate                   | 160            | 5.1                 | 211       | 89                      | 5                   | —         | 6         | 100 | 295 |                              |  |
| 155  | Scottish Northern             | Scottish Northern             | 155                 | 3.0       | 410                     | 100                 | —              | —         | —         | 198                  | 277                          | 14   | North British Canadian       | North British Canadian     | 258            | 3.9                 | 258       | 69                      | 16                  | 14        | 1         | 99  | 245 |                              |  |
| 123  | Second Alliance               | Second Alliance               | 123                 | 4.5       | 626                     | 37                  | 47             | 9         | 7         | 94                   | 277                          | 158  | Murray Venues                | Murray Venues              | 196            | 3.7                 | 282       | 47                      | 38                  | 8         | 7         | 97  | 247 |                              |  |
| 119  | Securities Trust of Scotland  | Securities Trust of Scotland  | 119                 | 4.9       | 135                     | 70                  | 16             | 12        | 1         | 109                  | 246                          | 29   | Stewart Enterprise           | Stewart Enterprise         | 55             | 4.0                 | 75        | 54                      | 34                  | 12        | 2         | 88  | 272 |                              |  |
| 397  | TR Industrial & General       | TR Industrial & General       | 397                 | 3.4       | 178                     | 43                  | 23             | —         | 8         | 104                  | 242                          | 149  | Stewart Enterprise           | Stewart Enterprise         | 113            | 4.3                 | 158       | 61                      | 31                  | 6         | 2         | 105 | 240 |                              |  |
| 315  | Witan                         | Witan                         | 315                 | 2.9       | 171                     | 49                  | 31             | 13        | —         | 108                  | 261                          | 158  | TR Trustees Corp.            | TR Trustees Corp.          | 180            | 5.2                 | 244       | 83                      | 13                  | 2         | —         | 115 | 240 |                              |  |
| 9  | United Kingdom                | United Kingdom                | 9                   | 5.1       | 211                     | 98                  | 1              | —         | —         | 96                   | 219                          | 52   | SPECIAL FEATURES             | Alfas                      | 76             | 2.4                 | 102       | 40                      | 36                  | 15        | 9         | 92  | —   |                              |  |
| 27   | City of Oxford                | City of Oxford                | 27                  | 6.6       | 266                     | 100                 | —              | —         | —         | 101                  | 252                          | 12   | Consolidated Venture         | Consolidated Venture       | 96             | 1.4                 | 117       | 21                      | 79                  | —         | 4         | 76  | 211 |                              |  |
| 23   | Fleming Cleaverhouse          | Fleming Cleaverhouse          | 23                  | 6.2       | 425                     | 92                  | 5              | 2         | 1         | 99                   | 257                          | 129  | DRYAN Consolidated           | DRYAN Consolidated         | 47             | 3.6                 | 326       | 63                      | 26                  | —         | 4         | 90  | —   |                              |  |
| 94   | New Court                     | New Court                     | 94                  | 8.6       | 189                     | 97                  | 3              | —         | —         | 101                  | 174                          | 29   | Edinburgh Financial          | Edinburgh Financial        | 44             | 2.3                 | 45        | 76                      | 15                  | 6         | 3         | 149 | —   |                              |  |
| 7  | Shires                        | Shires                        | 7                   | 6.4       | 91                      | 88                  | 10             | —         | 2         | 104                  | 230                          | 19   | Fleming Enterprise           | Fleming Enterprise         | 201            | 5.2                 | 264       | 99                      | 1                   | —         | —         | 96  | 252 |                              |  |
| 84   | TR City of London             | TR City of London             | 84                  | 6.5       | 121                     | 96                  | 4              | —         | —         | 98                   | 225                          | 230  | Fleming Mercantile           | Fleming Mercantile         | 100            | 4.0                 | 144       | 50                      | 31                  | 8         | 11        | 103 | 248 |                              |  |
| 70   | Temple Bar                    | Temple Bar                    | 70                  | 6.5       | 121                     | 96                  | 4              | —         | —         | 98                   | 225                          | 11   | GT Global Recovery           | GT Global Recovery         | 85             | 3.4                 | 113       | 87                      | 23                  | —         | 10        | 86  | —   |                              |  |
| 187  | General                       | General                       | 187                 | 3.1       | 317                     | 40                  | 29             | 23        | 8         | 105                  | 257                          | 138  | London Trust                 | London Trust               | 56             | 4.5                 | 113       | 63                      | 27                  | —         | 10        | 81  | 163 |                              |  |
| 139  | Anglo-American Securities     | Anglo-American Securities     | 139                 | 2.9       | 454                     | 56                  | 21             | 8         | 5         | 91                   | 257                          | 68   | Murray Venues                | Murray Venues              | 237            | 2.1                 | 327       | 49                      | 19                  | 18        | 14        | 90  | 265 |                              |  |
| 105  | Ashdown                       | Ashdown                       | 105                 | 0.8       | 113                     | 38                  | 60             | —         | 8         | 96                   | 207                          | 74   | Nineteen Twenty-Eight        | Nineteen Twenty-Eight      | 145            | 5.4                 | 182       | 70                      | 29                  | —         | 1         | 254 | —   |                              |  |
| 82   | Atlantic Assets               | Atlantic Assets               | 82                  | 0.7       | 218                     | 11                  | 84             | 1         | 4         | 113                  | 309                          | 79   | Stewart Enterprise           | Stewart Enterprise         | 37             | 1.5                 | 47        | 43                      | 33                  | 13        | 11        | 93  | —   |                              |  |
| 57   | Edinburgh Anstr. Assets       | Edinburgh Anstr. Assets       | 57                  | 2.0       | 308                     | 50                  | 36             | 11        | 3         | 98                   | 284                          | 68   | TR Property                  | TR Property                | 127            | 3.5                 | 163       | 73                      | 14                  | 3         | 10        | 103 | 224 |                              |  |
| 20   | Electric & General            | Electric & General            | 20                  | 1.0       | 232                     | 55                  | 23             | 10        | 12        | 100                  | 345                          | 18   |                              |                            |                |                     |           |                         |                     |           |           |     |     |                              |  |

# What to do in a take-over



## Profits from merger boom

THE WEDDING season in July and August has this year extended beyond the ranks of romantic couples to most sectors of corporate Britain. Over the past weeks, new families of companies have been forming, often between the most unlikely partners, at a faster rate than at any time since the great conglomerate boom of the late 1960s and early 1970s.

Sometimes the engagement is announced after an intense period of private wooing. On other occasions, the suitor has to let news of his advances be publicly known and the wedding settlement made more attractive before he wins his desired. And from time to time, the wooing degenerates into a long and embittered fight.

The little man who has only a small equity stake in a target company which is being wooed is likely to be baffled by all the jargon and the technical complexities. Should he accept the offer for his shares in the target company?

Should he accept the offer in exchange for shares in the bidding company or in exchange for money? (City folk always call money "cash" even though you never get tenners or fivers—just a cheque.)

Working out a course of action, however, is not always as difficult as it seems—at least not for private investors who lack the clout to determine the success of a take-over bid and the fate of company management.

It is important however, for the little man to know which way the big players are likely to jump and how much more money (if any) the target company is likely to squeeze out of the bidder. And there is a simple way to do so: look at the target company's share price in the stock market.

If the price is above the value of the last offer, stock market investors are expecting an improvement in the terms, or a higher offer from a rival bidder. More often than not, over the last year the stock market has underestimated the possibilities of improved offers. The rival bids for the Eagle Star insurance company, which eventually won by BAT Industries provide one example. But you would not be wise to try to second-guess the market. According to Tny Richards, of stockbrokers Quilter Goodison: "The market may appear to act strangely but it is a good indicator. It may know of the influence of a large family interest, for example."

It is already showing a substantial profit, it might be more prudent to sell your shares through the stock market, particularly if the price is above the last offer. There is always the risk that the bid could be withdrawn or be frustrated. Thus, last month, Inland's share price fell back after BET's bid was referred to the Monopolies and Mergers Commission.

In such a situation, Graham Mann, the private client partner of stockbrokers Grieson Grant, suggests that investors hedge their bets by selling half their stock in the market and holding back the rest in the expectation of an improved bid. This is what his firm has been advising in the current Tate and Lyle bid for Brooke Bond.

But note that a failed bid is not always a disaster for the target company's shareholders. Its share price, after shooting up in expectation of a successful bid, may remain buoyant. This happened after Eren Green's bid for Sunlight Industries failed. The stock market may reassess the company's prospects, perhaps because of management changes.

Alternatively, the bidder may return to the fray a year later, as soon as the rules permit. This was how S. and W. Ber-

id, for Phoenix Assurance last month. If capital gains tax is not an issue, you should look more carefully at the market price for your shares compared with the value of the offer for shares, loan stock or cash by the bidding company. The market price usually falls below the value of the offer once the bid has been agreed, and dealing costs further depress the proceeds of a sale.

However, the advantage of selling your shares in the market is that you receive the money fairly promptly whereas you may have to wait for up to three months before you receive your payout from the bidding company. The norm is around six weeks. Thus by selling in the market, you have the use of the money to reinvest or put on deposit.

An article on these pages on July 14 pointed out that, in the ANZ bid for Grindley's bank, the Grindley's share price had fallen too low in relation to the value of the offer, even allowing for the earlier payment.

It is therefore worth comparing the share price with the value of the offer, discounted by the amount you could earn by having the early use of the money (after tax).

As Michael Jodrell, partner of stockbrokers Rowe and Pitman, says: "There is quite a lot of inconsistency in the market price after a bid has gone through."

Timing is crucial if you intend to accept the bidding company's offer. Normally it is best to wait until the offer becomes unconditional. Before that, the bidder may withdraw the offer if his conditions are not met (e.g. he has won less than 50 per cent of the shares) or his offer may be bettered.

However, if you intend to accept an alternative offer by the bidder, perhaps for cash or loan stock, read carefully the offer document that will be sent to you by the bidder. Often the bidder withdraws the alternative offer at an earlier date while the main offer still stands.

The problems of timing, tax and evaluating precisely the different offers on the table can be very complicated. You would probably be wise to take the advice of a stockbroker who specialises in dealing with private clients.

His advice will be crucial when further refinements are thrown in, such as an offer of convertible loan stock or preference shares. The tactics too can become hair-raising when a single institution—or family—holds a large decisive stake in the target company.

Confronted with such complexities, the shareholder may be stumped into inaction like a frightened rabbit. But doing nothing is also dangerous. You may find yourself a minority shareholder in the company at the mercy of the parent.

Sometimes minority shareholders can do well, as have those in News International or Royal Dutch/Shell's U.S. subsidiary. But it will possibly be difficult to sell your shares—and your dividends may be cut whenever the parent company wishes.

In any case if the remaining minority shareholders hold less than 10 per cent of the total shares being bid for they can be bought out compulsorily. Summary of current bids. Page 16

### CLIVE WOLMAN explains how small shareholders can use the decision tree to maximise their profits from company mergers

ford ultimately succeeded in capturing the British Sugar Corporation in 1982.

The adjacent decision tree, which gives a simplified explanation of what you should do, covers only the most straightforward strategies.

For many private investors, in any case, the more important consideration is that of capital gains tax. If you sell out your whole stake in the target company for cash, you will probably have marked up a substantial profit. This may push your total capital gains for the current tax year until April over the £5,600 tax-free limit. Thus it may well be worthwhile deferring your gains, or part of your gains, until after next April 5 when you will have another £5,600 exemption to use up.

Swapping shares in a target company for shares in a bidder does not count as a disposal for tax purposes. So even if you are reluctant to hold the bidder's shares, because you do not like the company or already have enough of the shares in your portfolio, it might be worth doing so for a few months.

An alternative may be to accept loan stock or loan notes issued by the bidding company. For higher rate taxpayers at least, these will not normally be an attractive long-term hold because the interest they yield is heavily taxed. Also, their market value is often below the value of the share alternative, if there is one.

However, loan stock has attractions, if held for only six months or so. To permit CGT saving, several "hiding" companies have been induced to offer a loan stock alternative to their cash offer—for example, Sun Alliance in its

## MORTGAGES

### Banks lead rate-cutting

#### WHO IS CHARGING WHAT FOR MORTGAGES

| SOCIETY        | SIZE OF LOAN £ | REPAYMENT RATE %      |                       | ENDOWMENT RATE % |       |
|----------------|----------------|-----------------------|-----------------------|------------------|-------|
|                |                | 12.75                 | 13.75                 | 13.75            | 14.75 |
| Abbey National | up to 15,000   | 12.75                 | 13.75                 | 13.75            | 14.75 |
|                | 15,000-25,000  | 13.125                | 13.425                | 13.75            | 14.75 |
|                | 25,000-30,000  | 13.375                | 13.75                 | 13.75            | 14.75 |
|                | 30,000-35,000  | 13.75                 | 14.375                | 13.75            | 14.75 |
| Halifax        | up to 25,000   | 12.75                 | 13.25                 | 13.75            | 14.25 |
|                | 25,000-30,000  | 13.25                 | 13.75                 | 13.75            | 14.25 |
|                | 30,000-35,000  | 13.75                 | 14.25                 | 13.75            | 14.25 |
|                | 35,000 and up  | 14.75                 | 14.75                 | 13.75            | 14.25 |
| Alliance       | up to 15,000   | 12.50                 | 13                    | 13.50            | 14    |
|                | 15,000-25,000  | 13                    | 13.50                 | 14               | 14.50 |
|                | 25,000-35,000  | 13.50                 | 14                    | 14.50            | 15    |
|                | 35,000-40,000  | 14                    | 14.50                 | 14.50            | 15    |
| Nationwide     | up to 40,000   | 13                    | 13.50                 | 14.50            | 15    |
|                | over 40,000    | 14                    | 14.50                 | 14.50            | 15    |
| Leicester      | up to 15,000   | 12.75                 | 13.25                 | 13.75            | 14.25 |
|                | 15,000-20,000  | 13.25                 | 13.75                 | 13.75            | 14.25 |
|                | 20,000-30,000  | 13.75                 | 14.25                 | 13.75            | 14.25 |
|                | over 30,000    | 14.25                 | 14.75                 | 13.75            | 14.25 |
| Woolwich       | all loans      | 12.75                 | 13.25                 | 13.75            | 14.25 |
|                | all loans      | 12.75                 | 13                    | 13.50            | 14    |
| Anglia         | up to 20,000   | 12.50                 | 13                    | 13.50            | 14    |
|                | 20,000-30,000  | 13                    | 13.50                 | 14               | 14.50 |
|                | 30,000-40,000  | 13.50                 | 14                    | 14.50            | 15    |
|                | 40,000-100,000 | 14.50                 | 15                    | 14.50            | 15    |
| BANK           | SIZE OF LOAN   | REPAYMENT RATE (APR)* | ENDOWMENT RATE (APR)* |                  |       |
|                | Midland        | all loans             | 13.50% (14.1%)        | 14.50% (15.20%)  |       |
| Lloyds         | all loans      | 12.75% (13.4%)        | 13.0% (13.9%)         |                  |       |
|                | up to £30,000  | 12.75% (13.4%)        | 13.75% (14.80%)       |                  |       |
| NatWest        | all loans      | 12.75% (13.60%)       | 13.75% (14.80%)       |                  |       |
|                | all loans      | 12.75% (13.60%)       | 13.75% (14.80%)       |                  |       |
| Barclays       | all loans      | 12.50% (13.0%)        | 13.50% (14.1%)        |                  |       |
|                | all loans      | 13% (14%)             | 14% (15%)             |                  |       |

\* Annual percentage rate.

MORTGAGE RATES are starting to fall in the wake of recent cuts in bank base rates under the pressure of increasing competition between the banks and the building societies.

The high street banks are leading the assault on mortgage rates, with the Trustee Savings Bank group recently announcing a half percentage point cut in both repayment and endowment mortgage rates to 13 per cent and 14 per cent respectively, effective on October 1.

The move follows a similar cut in mortgage rates announced by Barclays on August 17 when it chopped repayment mortgages from 13 per cent to 12 per cent and endowment mortgages to 13 per cent from 14 per cent.

The building societies have generally not modified their rates since last month's Building Societies Association meeting. This recommended a 2½ percentage point increase to a rate of 12.5 per cent. Alliance and Anglia have been the only two societies to observe this BSA recommendation precisely—at least for repayment mortgages under £15,000.

But the pressure for mortgage rate cuts by the building societies is mounting because of the aggressive lending policies of the high street banks. Unlike the societies, banks charge no differentials for larger loans. Their flat rate makes them more competitive at the upper end of the mortgage market.

For example, a £35,000 repayment mortgage from Midland Bank carries a rate of 13.5 per cent, which is nearly half a per cent lower than the rate avail-

able from Abbey National (13.575 per cent) for the same loan. However, for mortgages between £20,000 and £25,000, the average size, Abbey's specific rate of 13.125 per cent is more competitive.

Many banks are also offering a different method of calculating mortgage interest tax relief to that of the societies, claiming that this benefits today's borrower.

Under the net repayment method, operated by TSB and NatWest, repayments on a mortgage are lower in the early years of the mortgage, but they gradually increase during the term, until they surpass the constant monthly rate set by the building societies.

TSB calculates that a £30,000 loan over 25 years will have an initial monthly repayment of

£248.60, compared with a monthly payment of £261.75 for a building society. The differential narrows over time, but for the first seven years mortgage outgoings are lower for banks using this method.

In spite of the competition from the banks, many building societies feel under little pressure to lower their mortgage rates. Anglia said last week: "We see no sign of mortgage slackening off and we feel demand is strong enough to sustain high rates."

Last month's dramatic drop in net receipts from investors to £905m has made building societies wary of cutting rates. Against this, the societies lent almost £2.4bn in new mortgages, requiring them to run down their cash reserves for the fifth successive month.

William Carney

## Beneficial loan interest

I have a repayment mortgage for £40,000 which was advanced in October 1982 at a concessional rate of 5 per cent. Interest was added to the account on December 17 1982 in respect of the period from the advance to December 15 and again in June 1983 for the previous six months.

The Tax Inspector has elected to calculate the beneficial loan interest on the daily basis and has reduced the calculation only by reference to the interest charged on December 17 1982. The 1978 Finance Act, Schedule 5 Para 5 (2) seems to give relief where interest is paid late but the Inspector refuses to apply the interest paid in June 1983 as to reduce the beneficial loan charge by the interest up to April 5 1983.

Is the Inspector acting correctly in this matter? It is difficult to be dogmatic without having seen a copy of the loan agreement etc, but it seems pretty clear that the Inspector has misread paragraphs 5 and 7 of schedule 5. We suggest that you give notice of appeal to the Special Commissioners, in view of the complexity of the statutory provisions in dispute. You may like to come back to us, with precise facts and figures, if the Inspector digs his toes in.

### Buying for cash

The opportunity now presents itself, which allows us to buy the house we have lived in for 37 years. It has occurred to me that there could be an indirect tax relief, potential of which I am unaware. In the cash method of purchase, since this is a rather sensitive family arrangement, your comments would be very helpful and much appreciated.

If you borrow to buy the freehold, the interest should be

eligible for tax relief (subject to the usual restrictions). Ask your tax inspector for a copy of the free booklet IR11 (Tax treatment of interest paid).

If you pay cash, the only indirect tax relief would be that the case would no longer be generating taxable income.

### The cost of bonds

I have recently purchased for the first time U.S. Treasury Bonds. The contract note showed a separate charge for the interest already accrued, and I am not sure of the tax position with regard to this.

Do I (1) ignore the interest charge for capital gains purposes showing the net cost of the bonds only, and can I (2) deduct the amount of the accrued interest from the first interest payment I receive. If the answer to (2) is yes should I declare for capital gains purposes any increase or decrease between the sterling equivalent paid for the accrued interest and the sterling equivalent when it is paid back to the first interest payment?

The total amount on the contract note is the cost of the bonds for CGT purposes. The interest adjustment is merely an element in calculating the actual price which you were asked to pay.

The interest payments which you receive will all be taxable in full.

### Changing homes

My wife and I are selling the property in which we have lived for many years and are moving to a smaller house which we purchased two years ago for this purpose. The second smaller house has not been let or used by anyone other than ourselves

## FINANCE AND THE FAMILY

BY OUR LEGAL STAFF

—preparing it for occupation. Would you please tell me if there is anything special to do or forms to fill in, in order properly to avoid liability to Capital Gains Tax?

You and your wife should immediately sign (and submit to your tax inspector) a joint notice, under section 101 (5) (a) of the Capital Gains Tax Act 1979, that your old home is your main residence, retrospectively. On the day on which you exchange contracts for the sale of your old home, you should sign and submit a joint notice that your new home be treated as your main residence with effect from two years beforehand. The solicitor acting for you in the sale will be able to guide you through the tax maze.

Do I (1) ignore the interest charge for capital gains purposes showing the net cost of the bonds only, and can I (2) deduct the amount of the accrued interest from the first interest payment I receive. If the answer to (2) is yes should I declare for capital gains purposes any increase or decrease between the sterling equivalent paid for the accrued interest and the sterling equivalent when it is paid back to the first interest payment?

### Unlock the money

I own a property worth £21,000 and my mortgage now stands at approximately £2,500 with 16 years to run. I do not want to move, but I would like to unlock some of this money, say about £3,000. Please could you tell me whether it might be possible to re-mortgage my property—I could afford to pay off my present mortgage—and, if so, how should I go about it, would I still get tax relief (I pay tax at the standard rate) and what exactly is the difference between this type of loan and an ordinary mortgage? No, you would not get tax relief, unless the extra money borrowed is to be spent for a qualifying purpose. Ask your

tax inspector for the free booklet IR11 (Tax Treatment of Interest Paid).

If you want to increase your debt on the property, the first source of funds you could try is the present mortgage.

### Modifying maintenance

Where education authority grants are given for full-time degree courses, the gross amount is intended to be sufficient for the student to support him or herself. The custodial parent is expected to contribute towards this by an amount dependent on income.

My present wife's three elder children have—all managed to live on their grants. We have two more still to go! In September 1981 my first wife obtained a maintenance order in favour of the youngest son of that marriage. The terms of this order (agreed between respective solicitors) required the maintenance (£78 per month) to be paid direct to the son (then 17 years old). To March 1982 I was made redundant and simply stopped paying the maintenance. My first wife is a partner in a firm of solicitors and quite well off. She is now applying for enforcement. The son is now at University and in receipt of a grant.

If I have to pay this maintenance to my son, either he will be receiving appreciably more money than the education authority regards as necessary, or the money will go to reduce his mother's contribution—in which case I would be supporting her. Is there any precedent for successfully seeking revocation of a maintenance

No legal responsibility can be accepted by the Financial Times for the answers given in these columns. All inquiries will be answered by post as soon as possible.

order in such circumstances? If not, what is your opinion? Does the fact that he is no longer a minor have any bearing?

If the son is in full-time education, the maintenance order can be continued; and there would certainly be no basis for revoking the order simply because the child came of age. However, a sufficiently material change in your circumstances would justify an application to modify the order.

### Annuity for a baby

I often read in your column about the possibility of making covenant payments to students in full-time education. I have a slightly different problem, and would welcome your advice.

My sister, who is over 21, is about to become an "unmarried mother." She will have no income other than social security payments. I would like to contribute towards her upkeep, and/or that of her child, in the most tax-efficient way possible. I am a high-rate taxpayer.

Can I do so by means of a covenant payment, and if so, would it be better in favour of my sister or the child? How would my sister's position vis-a-vis the social security be affected? What is the maximum amount(s) payable by this method? Are there any other tax-efficient ways in which I could assist?

You should explain to the solicitor who prepares the deed for you, his or her advice, it likely to be that the annuity should be made payable direct to the baby. There is little point in making the gross annuity much greater than your forecast of the basic personal allowance for 1983-84.

## INTERIM PROFIT UP 20%

| Six months ended   | June 1984 | June 1983 | % Increase |
|--------------------|-----------|-----------|------------|
| Brokerage          | 1,475     | 1,011     | 46%        |
| Profit before tax  | 604       | 503       | 20%        |
| Earnings per share | 13.16p    | 11.66p    | 13%        |
| Dividend per share | 2.35p     | 2.00p     | 17%        |

"I remain confident that we shall be able to surmount any difficulties that may arise and continue to develop and expand the business."

Derek Bryant  
Chairman



DEREK BRYANT GROUP p.l.c.  
39 Botolph Lane, London EC3R 8DE  
And at Lloyd's

The comparative figures for the six months ended 30th June 1983 have been restated following the Group's adoption of a policy of selling United States dollars forward.

Handwritten signature: "Derek Bryant"





BOOKS

Maigret's master

BY PETER QUENNEL

Intimate Memoirs: Including Marie-Jo's Book by Georges Simenon, translated by Harold J. Salemson. Hamish Hamilton, £14.95, 315 pages

Georges Simenon has by now published more books than any other novelist of the same standing. They are extremely various. Besides his celebrated Maigret series, he has written many admirable tales that have little to do with detection or crime but portray a single episode and character. Among his chief virtues are his constructive skill, his cunning brevity and his total lack of false sentiment.

Few of these virtues, alas, appear in his Intimate Memoirs, an autobiographical discussion prepared for his children's benefit, which runs to over 300 particularly large pages. It is neither concise nor very well put together, and includes long passages of not very illuminating dialogue that had been at work on a new novel.

His narrative takes the form of messages, the earliest being addressed to "my tiny little girl," Marie-Jo, the lovely ill-fated child, who after years of neurotic anguish committed suicide in 1978. She, too, had hoped to become an artist, and

left him the letters they had exchanged, her childish compositions, her diaries, notes to herself and "dazzling poems," some of which he has, perhaps unwisely, printed. Having studied them, he says, he understood her "desire that these records of your radiant existence, your dark hours and your struggles, should not disappear. I told you one day... that a being is not completely dead so long as he remains alive in the heart of another. And you are still within me..."

Intimate Memoirs, therefore, is partly a lament for Marie-Jo, partly an autobiographical sketch, which chronicles his impoverished youth, tentative literary beginnings and subsequent travels round the world, but elsewhere a ferociously unforgetable—did he best to assume permanent control of his professional and financial affairs. As a parent, he believes, she was deplorably misguided: "I know that your mother," he informs the dead girl, "while she still had a hold on you, went to your room at night and talked to you until very late. And on those evenings she had already spent a lot of time in the office and was never without a loaf of liquor."

Simenon's matrimonial complaints provide some uncomfortably vivid and often scandalously amusing chapters. The strong passion that had some-

how "changed his life," and had led to his divorce from Tisy, the charming companion of his youth, slowly degenerated into hatred which was very soon returned. D declared that she meant to "smash his pen," and, on the fly-leaf of this book, he apologises for "certain cuts... which, by order of the President of the Court of Justice, dated November 9, 1981, were made at the demand of Madame Simenon-Oulmet." That a good many other passages have escaped her censorship is, to say the least of it, surprising.

Intimate Memoirs is not a book for the aesthete or the oversensitive. But, although D's alleged misdeeds and the author's own amatory adventures are described in picturesque detail, it is also a record of domestic love. The author adores his sons, products of his earlier marriage, who have clearly done him credit, and protected and cherished his pitiful, helpless daughter, whom he loved but could not save. Marie-Jo was pursued through life by a succession of mysterious neuroses, the most destructive being an oppressive sense of anxiety that, since she was 13 years old, she could never wholly shake off, and which became so familiar that she named it "Madame Anxiety." "She got her health by taking me from me," Marie-Jo writes.

Considerable stretches of Simenon's strange new book are divided between his devotion to his lost angel and the detestation that he feels for the



Georges Simenon: rage and regret

demonic D. But, from a reader's point of view, probably of somewhat more lasting interest are his references to his work and his peculiar creative methods. About them, he tells his sons, whom he constantly apostrophises, a legend had sprung up that was largely based on fact. When he began a new novel, he did indeed write two or three lines in pencil that launched his opening paragraph next day; but, after that, he employed a typewriter, as he had discovered that, if he wrote by hand, he was inclined to adorn his phrases, to "make them literary," which goes against my tastes.

Simenon today is 81, has recently, we learn, undergone a

prostate operation and suffered yet another attack by his malevolent ex-wife: "She is now making a claim that... over a period of more than 20 years, she has acted as my literary agent, and as such lays claim to no less than 20 per cent of everything I earned." These grim circumstances may possibly explain why Intimate Memoirs is in some respects so sadly different from the volumes that preceded it. But it preserves enough of the original Simenon — the very well worth reading, No-one who respects his literature, and has admired his great gifts, can forget that he is, in his own well-justified words, an eminent "craftsman of the novel."

Fiction

Lions and tigers

BY NICHOLAS BEST

Ardabiola

by Yevgeny Yevtushenko, translated by Armorey Wason. Granada, £8.95, 123 pages.

Lion Rampant

by Bernard Shrimmsley, Weidenfeld and Nicolson, £8.95, 249 pages

Set a Thief

by Martin Page. Bodley Head, £7.95, 190 pages

Separate Checks

by Marianne Wiggins. Harvill Press, £8.95, 271 pages.

On a dark night in Russia, a self-styled genius—Ardabiola, who believes that his miracle invention Ardabiola will cure cancer—is mugged. His attackers are three young street philosophers, one of them wearing a crucifix, who want nothing from him except his smari Western jeana. They knock him senseless and leave him for dead. The jeans turn out to be from Yugoslavia.

His father dies of cancer, but yet another attack by his malevolent ex-wife: "She is now making a claim that... over a period of more than 20 years, she has acted as my literary agent, and as such lays claim to no less than 20 per cent of everything I earned." These grim circumstances may possibly explain why Intimate Memoirs is in some respects so sadly different from the volumes that preceded it.

There is symbolism here, though not all of it as clear as it might be. Yevgeny Yevtushenko is the Soviet Union's most distinguished living poet, a vividly imaginative writer, master of words in his chosen medium. As a novelist he is less happy. Ardabiola is a fable of a kind, an odd, not very profound hook, interesting for what it has to say about everyday life in Russia, but unlikely to do much for the author's reputation.

Bernard Shrimmsley's Lion Rampant holds out the promise of "last, ambitious, treacherous" common enough in Fleet Street—where the author has spent his life—but here transposed to the equally insalubrious court.

of King James I. To the known facts about the king's eldest son, Henry, Prince of Wales, he has grafted a story of romance and intrigue, a historical bodice ripper, in the finest traditions of Page Three.

How did Henry die? Of typhoid perhaps, though the evidence is sketchy. Or was he a menace to the country, a Catholic-baiter and enemy of Spain, best got rid of before he came to the throne, before at any rate he made a fool of himself with Frances, Countess of Essex? Frances—she of the cornflower blue eyes and virginity unsmudged by her feeble husband, son of Elizabeth's Essex—looks good in a bodice, even better out of it. She is out of it pretty often with Prince Hal.

A nice girl, but hardly fit to be Queen. Better perhaps to divorce her from Essex and marry her off to Lord Rochester, leaving Hal free to marry some useful foreign princess, if he will only agree. Bernard Shrimmsley's style is mildly florid, but he has done some excellent detective work and comes up with a solution to fit the facts that seems as plausible—and readable—as any.

Martin Page, also from Fleet Street, has had the same idea of employing established historical facts as the basis for a detective story. His Set a Thief is a caper novel about the theft of the Mona Lisa, stolen in 1911 and missing for two years until an Italian named Perugia revealed that he had taken it for patriotic reasons.

The hero, insofar as he is a hero, is Adam Worth, a genuine historical figure, an American Jew from Lithuania who stole from the English upper classes and became the model for A. E. Hornung's Raffles. He is financed by J. P. Morgan, angered at the French Government's refusal to sell him the painting in question, opposed by Louis Lepine, prefect of police in Paris and one of the first to employ the art of psychology in detective work. There is a touch of The Day



Yevgeny Yevtushenko

of the Jockey in Worth's elaborate preparations for facing his own death prior to committing the perfect crime. Louis Lepine is himself one of the mourners. A nice touch too when Worth, who was famous for buying a forgettable face, poses as a journalist and interviews Lepine about the theft.

Marianne Wiggins' Separate Checks is distinctly American in flavour, a corner of the mouth job in which everyone is called Sonofabitch or Kiddo and there are no men in the story because we ate them. The narrator is Ellery, first seen trying to find herself in a psychiatric hospital, who writes this of her mother.

"When she was three sheets to the wind she did bizarre things, like measuring Grammar's cadaver. Like having me, like having screaming fights w/sic) Uncles, who, come morning, would be gone.

"For years and years there had been slews and slews of Uncles—the once said, 'Love is what one needs in the event one doesn't die... And then she died 'w/out it.

"She died. I didn't. I fell in love. She didn't. He died. I didn't."

In fact Mr Wiggins—she sounds like a Ms—writes well, but she makes no concessions to the casual reader. After more than a few pages one comes away from her with the alarming sensation of having just been attacked by a jack-hammer.

The heritage of Christianity

BY A. L. ROWSE

Christian England

by D. L. Edwards, Collins, Vol. 1 (paperback) £2.95, Vols. 2 and 3, £12.95 each.

In the last three years Provost David Edwards has completed his survey of Christianity and churches in England from the beginning to the first German war. It is a remarkable achievement, and he has the right qualifications to accomplish so prodigious a

task. He is an excellent historian, his scholarship is reliable — one can't catch him out, everybody is in his book; he is above all sympathetic, broad-minded and sensible. This is essential, for in these volumes he is dealing not only with the English Church but with the sects clustering round.

His first volume dealt with Catholic England up to the Reformation; it has already had a favourable reception and been adequately noticed. Of the

new volumes the second runs from the Reformation to the 18th Century, the third thence to the slinister dates 1914-1918.

The two great crises in the story are the Reformation and the Puritan Revolution. A non-sectarian historian, looking at the first objectively, may well be surprised at how much of traditional Catholic Christianity survived in the Church of England. Protestants fiercely attacked what they regarded as superfluous dogmas and doc-

trines, but the Church retained a Catholic hierarchical structure. Hence—and here is a sociological point—its Catholic structure eventually led to the renewal of Catholicism in doctrine.

Moreover, it should be said that the Church of England carried the character of the English people more broadly than any of the religious bodies, left or right, could do.

This is what emerged from the upheaval of the Puritan

Revolution. England simply could not be run on the basis of any of the quarrelling sects. Before Oliver Cromwell died, his brother-in-law, John Wilkins to whom we mainly owe the foundation of the Royal Society — told the Protector that religion could not be run in England without bishops.

My one criticism here is that justice is hardly done to Archbishop Laud, Provost Edwards may not realise what utterly uncompromising and venomous types that poor leader of the Church was struggling against. Or perhaps, since the author is out to smooth away awkward edges, he does not like to say so.

The Puritans killed the Archbishop for the devoted work he did for the Church, particularly to repair some of the damage left by the Reformation. The Provost accepts too readily the pro-Puritan sentiments of their descendants among academic historians. But, with the Restoration, it was Laud's Church that largely prevailed. It is time that historians did justice to Laud, and here the Provost — falling unnecessarily in with temporary academic modes — has missed an opportunity to put things right.

With the subsequent centuries he is sailing in smoother waters, and everybody gets his due — whole chapters devoted quite rightly to such cardinal figures as Wesley and Newman. He is notably fair to the controversial figure of Bishop Colenso, the heroic apostle of Modernism and the spirit of free inquiry within the Church.

Oddly enough, the Victorian age saw a retrogression from the freer spirit of the 18th Century. As Lord Melbourne told Queen Victoria, "Nobody is safe now, they are as religious." For her part the Queen said that she had known no-one made a bishop who was not the worse for it. This was very unfair, for the Victorian bishops were a distinguished lot, including two great historians, Stubbs and Creighton.

I am particularly glad that he is good on those world churches that were created in England: the Methodists, Baptists, Quakers, and the Salvation Army, with all the good work that has done for the poor.

BRIDGE

E. P. C. COTTER

THERE is a nasty division of a suit which from time to time confronts the declarer—it is Queen and two low cards in one hand opposite Knave and two low cards in the other. Let us see what happened in two deals from rubber bridge. Here is the first:

Bridge hand diagram showing cards in North, South, East, and West hands.

With both sides vulnerable, South dealt and opened the bidding with one spade, and North's raise to four spades concluded the brief auction.

West led the Knave of hearts, and when dummy went down, the declarer viewed the diamond suit with little enthusiasm. Winning the opening lead with his Ace, South drew trumps in two rounds with Ace and King. He decided that the loss of three diamond tricks was inevitable, and that his contract depended on the club finesse.

So, after cashing dummy's King of hearts, he returned to his Queen, led a club, and finessed dummy's Queen. The King won and East quickly led back a club to the Ace. Now the Queen of diamonds was led from the table, in the hope that East held both Ace and King.

East covered with his King and returned the three. South put up his Knave, but West won with the King, and the contract failed, as there was still a diamond to be lost.

When you find yourself facing this combination of cards, you can hold your losses to two tricks if you can force your opponents to open up the suit for you. The four spade contract is cold. After drawing trumps and eliminating hearts, the declarer should not take the club finesse—admittedly, the

King could be in West's hand—but play the Ace and throw the lead with the Queen. Now whichever defender wins the trick must open up the diamonds or concede a ruff discard. Taking the finesse is the only way of losing the contract.

Bridge hand diagrams showing two deals with their respective card layouts.

North dealt at game to North-South, and after two passes South opened the bidding with one heart, and went to four hearts after a double raise from his partner.

West led the ten of diamonds, dummy played low, and the Queen won. South dropping the Knave, East returned the ten of clubs, taken by the Queen, and the declarer drew trumps with Ace and Queen.

The spade suit had to be tackled, and South decided that his best chance was to finesse the nine in hand. He cashed the club Ace, crossed to the King on the table, and led dummy's three of spades, and when East played low, finessed his nine.

West won with the ten, and the King and Ace of spades put the declarer down.

South did not play either opponent for Ace and King of spades, because he knew that East, who was marked with Ace, Queen of diamonds, could not hold Ace and King of spades, since he had passed second in hand, and if West had both the spade honours, he surely would have led the Ace on the opening lead.

For all that, there was one extra chance that South could have tried. He could have led dummy's spade Knave in an attempt to deceive East, holding the Ace into ducking under the impression that declarer, holding King and ten, was trying to finesse against the Queen, a finesse which would lose. An expert East would not fall for this deception. If South held the spade King, he would be sure to make his contract.

CHESS

LEONARD BARDEN

NIGEL SHORT, British champion and world's youngest grandmaster at 13, could develop during the next few years into a realistic challenger for the individual world title. This possibility makes Short's games against Russian opponents of special interest.

In the years when Bobby Fischer was a rising young U.S. star, he often found Ewim Geller as one of his tournament opponents. Geller's direct style and command of theory was difficult for Fischer, and at one time the Russian had a large plus score in their individual games.

Mikhail Tal was similarly employed as hatched man to thwart Portisch of Hungary, while Boris Spassky more than once defeated the ambitions of Larsen of Denmark. More recently, Anatoly Karpov had the Indian sign on Tony Miles

until our GM surprised the champion with 1 P-K4, P-QR3 at the 1980 European championships.

The converse of special Russian efforts is that doing well against USSR opponents confers a psychological superiority.

Thus, Short's games with Russians are from now on increasingly significant, and he has already made an impression on one senior GM, Mark Taimanov, twice a world title candidate, met and lost to Short last year at Baku, and wrote later: "Short had the largest number of adjourned games, and he sat at the chessboard the longest of all... By the standard of his performance he already deserves the title of grandmaster."

Short and Taimanov met again this summer at Plovdiv, where Jim Plaskett and Nigel finished first and second with the Russian pair beaten out of sight. Short beat the USSR veteran in an impressive game.

White: N. D. Short (England). Black: M. Taimanov (USSR). Sicilian Defence (Plovdiv 1984). P-K4, P-QB4; 2 N-KB3, N-B3; 3 P-Q4, P-Q4; 4 NXP, P-K3; 5 N-QB3, P-QB3; 6 P-KN3, KN-K2; 7 N-N3, P-Q3. Black's formation is a Taimanov favourite and bears his name in opening books. Black has to play precisely to offset his slow development, and this last move is questionable. Better looks 7..N-R4, pressing the knight exchange which White has just avoided. 8 P-Q4, B-Q2; 9 P-R5! N-B1; 10 B-K2! B-K2. White's last two moves stopped potential counterplay

and Black's game stays cramped. The surprise 10 B-K2 instead of the routine 10 B-N2 makes it hard for Black to generate Q-side activity, since P-QN4 would leave his QRP weak after White's R-PXP en passant.

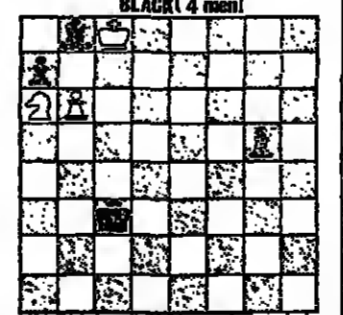
B-R3, Q-O; 12 Q-O, B-B3; 13 N-R4, Q-K1 (if NXP, 14 N-QN; 15 N-N6; 14 P-QB4, N (3) K2).

Short's long-term grand plan is under way. His Q-side space-gaining advance keeps Black under pressure and makes eventual endgames favourable to White due to his potential passed pawns.

15 N-Q4, BxN; 16 BxP, P-K4; 17 B-Q3, B-B3; 18 B-Q3, P-B4. Here and in the next dozen moves Black bids for K-side counterplay, but with only one open file available White's central control proves stronger.

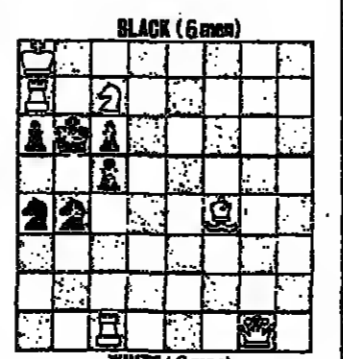
After the queen exchange White has a virtually forced win, but otherwise N-B5, N-Q5 or P-B3 increases the pressure. 35 QxQ, PxQ; 36 N-B5, NxP; 37 NxP, B-K3; 38 P-B5, B-Q2; 39 B-B4, B-B3; 40 B-Q5, K-N2; 41 Nxp! Resigns. A neat finish to harmony with the long-term theme of this 6th Short victory. If N-N3; 43 BxB, NXP; 43 P-N7 or if BxN; 42 BxB, NXP; 43 P-B6 and White queens after N-R4; 44 P-B7 or N-Q3; 44 P-N7.

POSITION No. 530



White to move: what result? When both sides have pawns near to promotion, general principles of strategy matter little. Here the answer depends on a concealed tactical coup.

PROBLEM No. 330



White mates in two moves, against any defence (by V. Rudenko). As often in composed problems, the difficulty is to select among various plausible tries to unblock Black's defensive wall. Solutions Page 12

Mao's wife

BY COLINA MACDOUGALL

The Whiteboned Demon by Ross Terrill, Heinemann, £16.00, 436 pages.

Ross Terrill, an Australian naturalised-American China scholar, has written an absorbing biography of a theatrical woman who was by turns aggressive teenager, promiscuous starlet, modest wife and political-evil genius.

Married to Chairman Mao for 37 years, Jiang Qing's life spanned poverty, Shanghai glamour and unparalleled national power, used mainly for the worse. She lives still, though locked away in prison (the post-Mao leadership lacked the guts or the unanimity to have her executed).

Dr Terrill's story is essential reading for anyone who wants to understand how the political process in China functioned in the years of Mao's rule. While gossiping on the surface, his book shows convincingly what had always been dimly apparent, that the politics of the '60s and '70s grew out of the personality clashes of the '30s and '40s.

Conspicuously, Jiang seized the opportunity of the Cultural Revolution to settle old scores with the left-wing Shanghai literati of the 1930s who had obstructed her career.

The evaluation of the book will depend in the last resort on the reliability of its sources. These Ross Terrill has checked and cross-checked as far as possible. The research a good biographer working in the West would do is simply not feasible in a China unenthusiastic about his project.

"Why are you interested in a bad woman?" said one official to him with irritation. "Write

about a good woman."

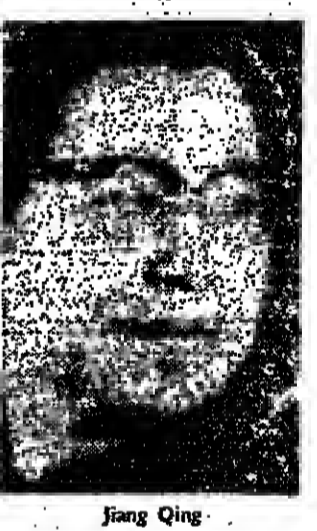
Still, he got some help (un-attributed) in China and he has worked all over the world on Chinese, Japanese - American and European source material. The book is based on personal reminiscence, newspaper articles, and old movie magazines as well as the official record. Footnotes (discreetly placed at the back of the book) document every event.

Dr Terrill traced school friends, colleagues and lovers now living abroad, including a former football star who still spoke with awe of the night she spent with him. If her liberated attitude seemed odd in view of the prudishness of the Peking leadership since 1949, contemporary observers including the much respected Edgar Snow have documented the goings-on in the guerrilla caves of Yenan where Mao's army hid after the Long March.

Before this is dismissed as historical voyeurism, it is important to recall that Jiang's relationship with Mao was of crucial national importance in the 1950s and 1970s. When Mao was defeated on policy by the pragmatic leaders who opposed him (and her in the Yenan days) he turned to his wife and her cronies.

Jiang's role in the Cultural Revolution decade is more familiar than the pre-1949 period, being documented by contemporary Red Guard tabloids and the world's press. Dr Terrill's contribution is to relate the irrationality of these years to Mao's theatrical personality, and to her love of intrigue.

Dr Terrill's account of his heroine's relationship with Mao is convincing, though he seems to have accepted what is more or less the official Chinese line, that they parted company discreetly after the Cultural Revolution. Officialdom does not con-



Jiang Qing

firm his account of their various liaisons thereafter. Surprisingly, Dr Terrill's careful account of her early years inspires sympathy. Born to a woman—a domestic servant—later divorced by her husband, Jiang's feet were bound as a child. Deprived of a normal family background, she herself took off the bindings. She grew up as an intensely individualistic, fending for herself in the brazen Shanghai of the 1930s.

Jiang wasn't clever, or particularly creative, but she was, in the tradition of imperial concubines, tough and extremely ambitious. If Mao's head had not been turned by this smart and pretty film-star, millions of Chinese would still be alive and contributing to China's progress today.

Or would they? The question raised implicitly in this book is how far Chinese politics have progressed from the feudal style practised for 2,000 years at the imperial court. The establishment since Mao's demise of a lean framework and greater political stability is apparent. But the continuing abuse of personal contacts and manipulation of the Justice system suggest that the court traditions of intrigue and violent death are still a potent factor.

He never repeated himself, and he could teach James something, as James himself knew.

But do we know it? Over thirty years ago Janet Adam Smith, in an underrated collection of letters and essays called Henry James and Stevenson (1948), gave us a memorable record of a literary friendship listed here, but only fleetingly echoed in this sober assessment. What Borges sees in Stevenson, and what Henry James saw before him, is something far more than a story-teller for children or even for grown-ups. They saw a cosmopolitan master-craftsman who, seized with an arresting narrative idea like Jekyll and Hyde, could instantly produce more than a good plot, and yet modestly let it stand at the modestly let in the name idea of itself. His art brings itself deep in conscious design. No wonder, then, if stories that have never lost their hold on the reader should have so much to teach the ageing artist.

The treasures of Stevenson

BY GEORGE WATSON

A Robert Louis Stevenson Companion: a Guide to the Novels, Essays and Short Stories by J. R. Hammond. Macmillan, £20, 233 pages

As nice a man as Edinburgh ever spawned, Robert Louis Stevenson nowadays lacks for critical acclaim rather than for readers, though the great Borges has been known to stifle academic audiences with the revelation that he has been reading him avidly since boyhood in Buenos Aires and thinks him the greatest story-teller in English after Shakespeare. That sounds rather like T. S. Eliot's passion for re-reading the Sherlock Holmes stories so that he came to know them by heart. Academics are easily surprised, and it is not always realised how un-modernist the sources of our literary Modernism have been.

Orwell has little time for larger connections like these, and seems more concerned to help RLS admirers to God their way around his prose than to seek out a new audience for him. This is a book for the converted.

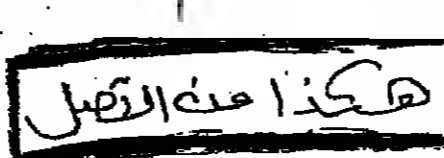
A technical editor with Notts County Council, Mr Hammond is modestly efficient in his own terms, and the book sketches Stevenson's life down to his tubercular end in Samoa in 1894, where he died of a cerebral haemorrhage at the early age of forty-four, writing busily to the very grave; and it includes alphabetical guides to his stories and essays, and to characters and places in them, as well as outlines of his dozen novels and romances.

Stevenson's heroic struggle against disease, helped by his American wife and stepson, is worth telling again. As the book shows, he was above all things brave. And his fertility was dazzling. He conceived Treasure Island in a rented cottage in Braemar in 1881 in a few seconds, drawing the imaginary

map of an island with a box of paints that his stepson was amusing himself with; and the characters suddenly "began to appear there visibly among imaginary woods" with their brown faces and bright weapons.

So he scribbled a list of chapters at once and wrote off 15 chapters in as many days, reading them out daily to his family and polishing off his masterpieces in a further two weeks in Davos, in "delighted industry." Stevenson always makes writing sound like fun, whether in essays, travel-books or letters. And his fiction makes writing look fun.

But behind that fun lies a technical self-consciousness. Mr Hammond glances only briefly at the critical sources, which were French as well as English, and quotes an admiring remark by his friend Henry James that every Stevenson book is "an independent effort—a window opened to a different view." That sense of RLS is still to be recaptured in our times. He was a technical experimenter



# HOW TO SPEND IT

by Lucia van der Post



## Head Lines

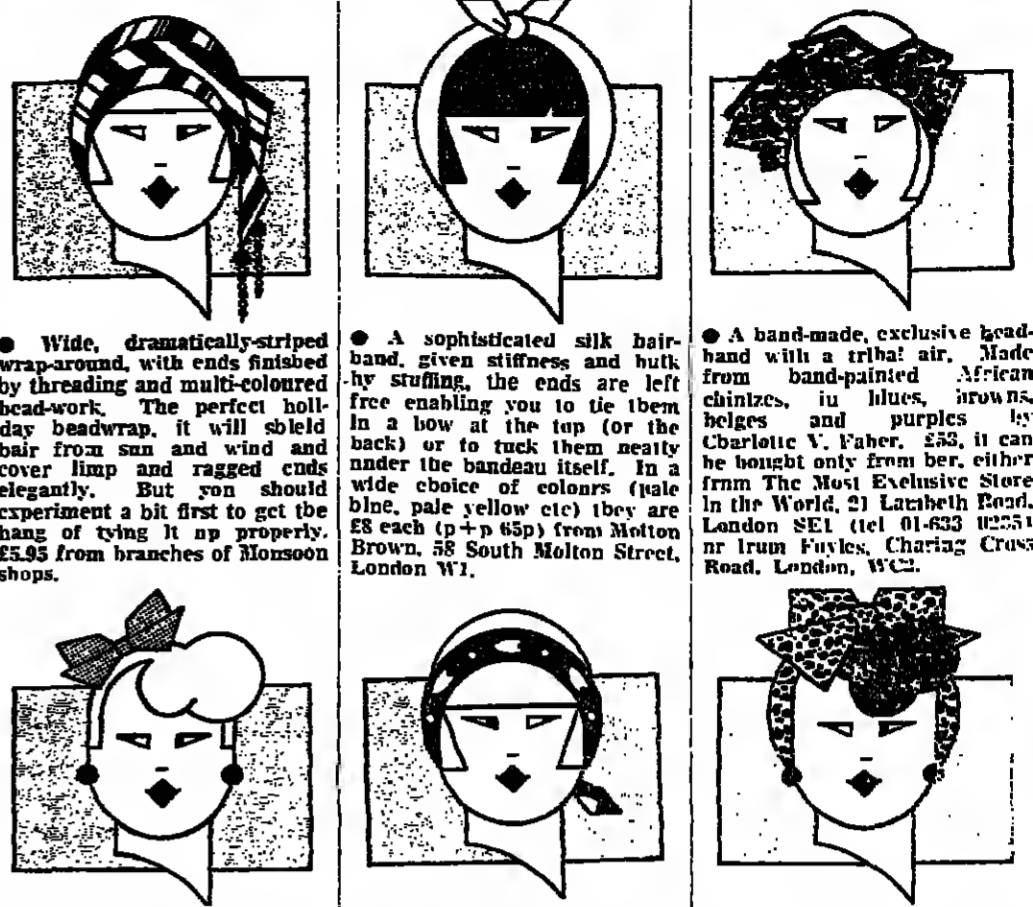
IN THIS hottest of summers, one of the most instant ways of giving your head and hair a lift, is to wrap a length of cloth around it. Not only does it protect your hair from sun and wind (notorious enemies of the shiny, silky locks) but it immediately says summer 1984 in a way that is fresh and up-to-the-minute.

A trip down any fashionable Eighth Street will give you a better idea of how to do it. The young are wearing them in the most dramatic of ways—buge pussy-cat bows, or wild lengths of fabric tied almost wasber-woman style, set off with large, dramatic earrings. Even if it's worn with last year's jeans or jump-suits, the whole outfit is given a new lease of life. Dowdy camouflage gear is given a lift by using bright, fluorescent colours, often matched with socks and belt.

For those who are able to carry off the strongest look of all there are wide lengths of fabric (usually sporting ethnic prints and sometimes beads and jewellery as well) wrapped tribal-style around the head. If you're no longer so young, being more "d'un certain age," then a little more sophistication, not to say elegance, is called for and you are best to look for the ready-made bandeaux or to buy finer materials, like silk or chiffon, and twist them into bandeaux of your own.

You can, of course, use any piece of material that you happen to like or that goes with the clothes you are wearing, but bear in mind that in these hot, sticky days a natural material will seem cooler. You will have to experiment with ways of tying and see which suits you best—thin, wide, total cover-up or narrow band. Many shops are now beginning to sell a range of ready-made wraps, bandeaux and other hair accessories. For evening there are little narrow bands with net bows attached to them or elegant silk bandeaux with neat little top-knots.

Drawings: Pauline Rosenthal



Wide, dramatically-striped wrap-around, with ends finished by threading and multi-coloured beadwork. The perfect holiday band-wrap, it will shield hair from sun and wind and cover limp and ragged ends elegantly. But you should experiment a bit first to get the hang of tying it up properly. £5.95 from branches of Hainsmoo shops.

A sophisticated silk hair-band, given stiffness and hulk by stuffing, the ends are left free enabling you to tie them in a bow at the top (or the back) or to tuck them neatly under the bandeau itself. In a wide choice of colours (pale blue, pale yellow etc) they are £8 each (p+p 65p) from Molton Brown, 58 South Molton Street, London W1.

A hand-made, exclusive head-band with a tribal air. Made from hand-painted African chinches, in blues, browns, beiges and purples by Charlotte V. Fisher, 252, it can be bought only from her, either from The Most Exclusive Store in the World, 21 Ladbroke Road, London SW1 (tel 01-463 0254) or from Foyles, Charing Cross Road, London, WC2.

Harvey Nicols of Knightsbridge, London, SW1, probably has the largest selection of bandeaux and hair-hands for evening. Sketched here is a bright blue net bow fixed onto an old-fashioned Alice hand. £7.95 (p+p 65p). There is also a big collection of satin bows on matching satin-covered Alice hands, as well as giant cotton bandeaux.

Liberty of Regent Street also has a big collection of hand-made silk ones for evening, towelling ones for a more sporty air or for protecting your hair while putting on or taking off your make-up and then a selection of bandeaux made from bath towels, like the version sketched above. Slightly stuffed to give firmness, the ends lie either on top, at the side or at the back. £5.50 each.

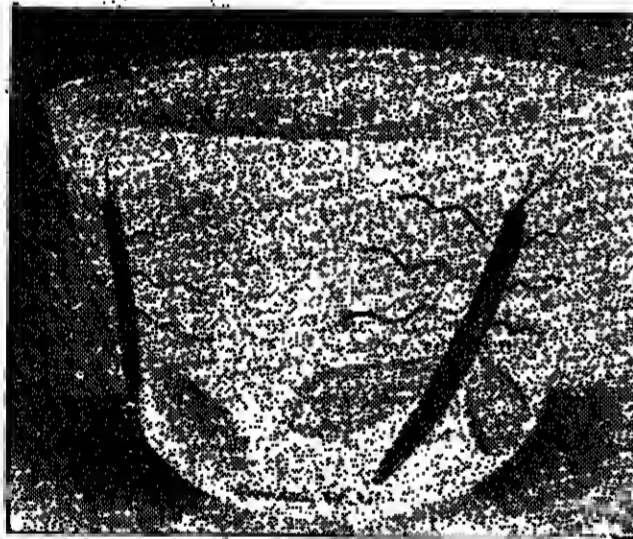
Here our artist has shown us just what can be done with a length of fabric—in this case some dazzling leopard-spotted "chiffon"-type material, in blacks, greys and greys. At the knock-out price of £2.99 a length, all these pieces of fabric have wide ends and make splendid hair-ties or scarves. Find a large variety at Chelsea Girl shops.

Graham Smith, the design director of Kangol Hats, has come up with a collection of headwraps, bandeaux, hoods and caps which many fashionable beads will be wearing this winter. In softest angora jersey the prices start at £90 but the same feeling has been reproduced in the budget version photographed left. In Acrylic, this plaited headband and the matching earring set, £4.99 each. In a whole range of colours (including black, camel, leon, red, purple, yellow and blue) the set can be found in most major department stores now.

## Nordic delights

IF YOU think of things Scandinavian as being spare and minimal, unadorned and austere, then a visit to Line of Scandinavia, a new shop specialising in (you've guessed it) all things Nordic, will be an eye-opener. The shop is relatively new, is to be found at 81, Regent Street, London, W1 and for the moment it has concentrated on innovative, hand-made, often hand-painted, glassware.

Though the hand-painted glass dish photographed below is one of the more expensive, decorative items, there is also plenty of glassware that is meant to be used every day. There are hand-made table glasses at around £7 each. Later on there will be a selection of inexpensive glass from Finland's famous Iittala factory. But for the moment go there to see



some lusciously pretty glassware, much of it from Sweden's leading glassware manufacturer, Kosta Boda.

Go there, too, for cutlery and china, as well as for coordinated collections of cooking and tableware. Later on there will be a gallery downstairs where those who are interested will be able to see and buy Scandinavian art of all sorts—sculptures, paintings and wearing, or whatever else captures the interest of Margareta Lillieskold and Nils Eriksson, who are behind the new shop.

As to the glass bowl in the photograph, it is 13 cms (about 5 ins) high, 18 cms (about 7 ins) in diameter and it costs £54. Brilliant butterflies in blue, green and red are painted on an opal white background.

Anybody interested in buying by mail should address their inquiries to the shop.

## Pull with style

IT'S THE little details that count. Instead of those tacky little plastic knobs that are usually to be found at the end of most lightcords, The Topstock Company makes porcelain and brass lightpulls that are not only delightful to look at but good to hold and... to pull. They are all copies, of course, of the original Victorian estring "Loo-Pull" but unless you come upon a cache of the originals in some junk-shop or auction sale, The Topstock versions are the next best thing. They sell at about £7.95 and can be found in a wide variety of shops from Knobs & Knockers, "Way-in-Living" at Harrods and Covent Garden General Store in London to James Rossiter of Bath, out of London. Readers who aren't near any of these shops may buy them by mail order at £7.95 each from The Topstock Company, 64, Westville Road, Thames Ditton, Surrey KT7 0UJ. Delivery normally takes between five and seven days.



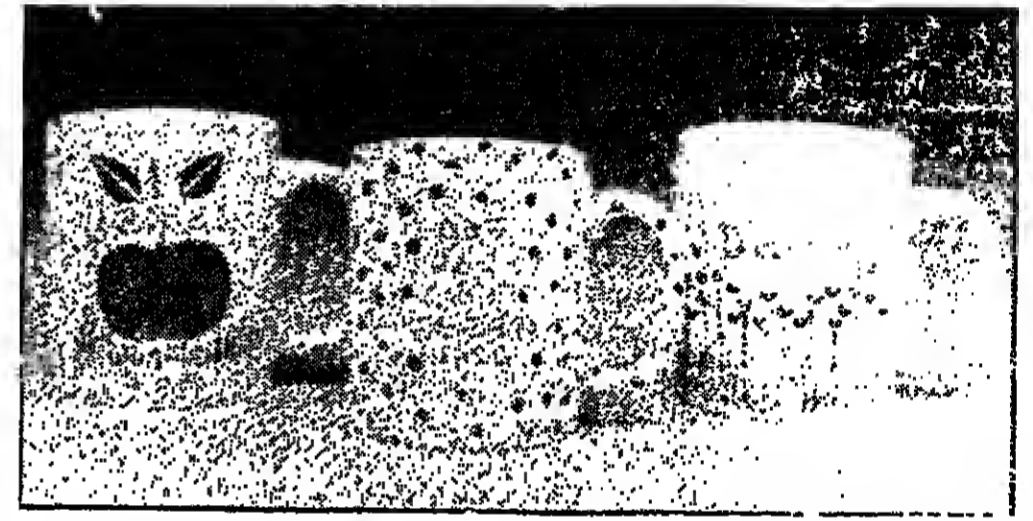
FANS (and there are many) of Vidal Sassoon's range of hair products will be delighted to know that there is now a styling gel in the range. Styling gels have become part and parcel of many people's hair routines. Inducing as they do, hitherto recalcitrant hair to do all manner of obliging things, 'The Vidal Sassoon version (currently called "Extra-Hold Styling Gel") smells uncommonly good (very fresh and clean) and really isn't sticky at all. It is available now at most Vidal Sassoon stockists. It costs £1.60 for a 120 gram tube.

## Say it with mugs

MANY READERS may already know of Gold & Fox, whose bold and dramatic ceramic designs have been featured on this page from time to time. For those who want to give a special present for very little outlay, what could be more special than a mug embellished with your very own message? Gold & Fox have been offering this service at their Covent Garden stall for some time but now they have decided to expand it by offering to take orders by post.

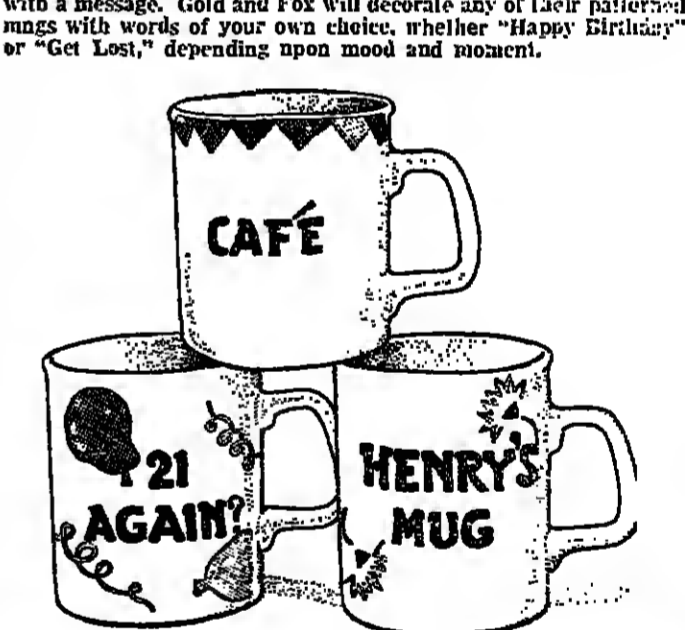
The mugs are initially decorated in three different patterns—you can see them, sketched below right (balloons is bottom left, the daisy pattern is bottom right, whilst perched on top is the pattern they call Festival). Each mug can be ordered in any of those patterns and the message can then be painted on to order. The basic cost is £2.50 (plus £1 for postage and packing) and this includes 10 letters or numbers free, as are the words "Happy Birthday." All other letters or numbers are 3p each.

To order a mug write to Gold & Fox, Unit 207, 16 Brunel Street, Spitalfields, London E1 7NJ. For the order form, remember that orders usually take two weeks but you should allow 28 days to be really safe. If on the other hand you would prefer to do your own embellishing of mugs or any other ceramics, well now you can. Artemis have just started importing into this country a range of craft paints by Pebeo, among which are some ceramic paints. A particularly good idea to give to children (who can then quite inexpensively turn out handsome, personalised



present), the paints come in a big range of colour in either 35 ml or 250 ml bottles (£1.30 and £4.23).

Above: mugs to paint yourself, just use any of the many paints in the new Pebeo range of ceramic paints and you can produce your own personally embellished mugs. Below, these are mugs decorated by Gold and Fox with decorative any of their patterned mugs with words of your own choice, whether "Happy Birthday" or "Get Lost," depending upon mood and moment.



## Cookery/Julie Hamilton

### First catch your salmon

THERE IS nothing like going to the source to learn the facts. I have just returned from Alaska, where I stayed at Yes Bay Lodge and fished for salmon. I have never been fishing before, so imagine my surprise when I caught "the limit" which was six per day. The halibut eluded my hooks, in favour of horrible sharks, four of them, reeled up from 600 ft of water and put back at once.

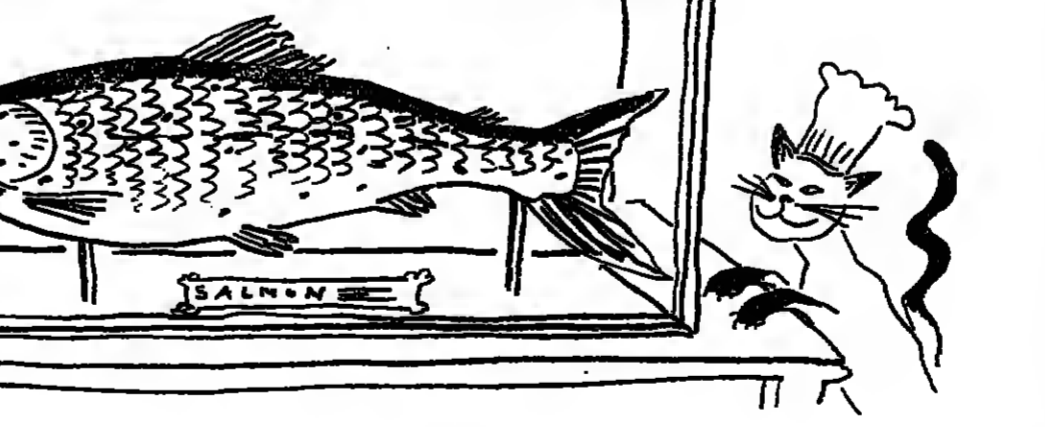
I also caught a big red rock fish, the neatest thing I have ever seen. I swear it came up roaring and growling at me but I am told it is delicious to eat. We shall see. It sits in my freezer right now along with six salmon, some filleted, some whole and some hot-smoked—you could say hippered.

While in Alaska I learned a very useful tip about freezing fish. Place the fish unwrapped on a piece of greaseproof paper on a baking tray and freeze it fast and thoroughly. Then glaze it by mixing a tablespoon each of salt and sugar, or syrup or glucose, with approximately three pints of cold water and dipping the frozen fish in and out of it twice, thus forming an ice glaze all over the fish which will thoroughly protect it from freezer burn and the air, giving it a much longer freezer life without deterioration.

crack. They are not absolutely essential. What is essential is that any frozen fish is thawed very slowly in the refrigerator. It is an interesting fact that the nutritional values of fresh, frozen and canned are similar. The fats are predominantly unsaturated, and there seems to be evidence that unsaturated fats are helpful in avoiding artery diseases. Vitamins A, D, E8 and B12, as well as calcium and iron and other valuable nutrients are all present in salmon in all its forms.

Richard Sax, a cookery writer and teacher from New York, was also fishing for his "limit" at Yes Bay Lodge in the Misty Fjords. He created this recipe for Devilish Salmon Cakes. It is based on the traditional American crab cakes, and perhaps it includes a few ingredients we are being advised to avoid; nevertheless these fish cakes are so delicious that I have to pass on the recipe.

**DEVILED SALMON CAKES** (serves four to six) 1 can (1½ lb size) salmon (if you are sensitive on the subject of the Canadian fishing industry, John West and Princes salmon have USA embossed on the top of the tin to identify Alaskan salmon); 1 oz unsalted butter, plus a little more if needed; 4 oz finely chopped onion; 6 oz finely chopped celery; 2 oz fresh breadcrumbs; 2½ oz mayonnaise; Juice of 1 lemon; 1 egg lightly beaten; 1 heaped teaspoon mustard powder; approx 3 tablespoons chopped fresh dill (2 teaspoons dried



if you really cannot find fresh); salt and pepper; flour for dusting; 1 tablespoon oil. Drain the salmon thoroughly, then flake it into large pieces. (Break up the skin and bone and include it if you like. It all adds flavour and nutrition.) Another tip I was given was how to gauge cooking time for salmon—ten minutes per inch of thickness measured at the thickest part. That goes for steaming, poaching, baking at gas mark 8 (450F) and grilling. I have a small fish smoker. The kind you can buy at angling shops anywhere. I have smoked both salmon and halibut (not caught by me alas, but from Alaska) and eaten it cold in a number of ways. I really do recommend a smoker if you enjoy fish. It can easily be used indoors by an open window, it is no larger than a biscuit tin and so simple that it could be called primitive cooking. All you need are salt

and a few dried herbs to mix with the sawdust which is provided with the smoke-box. Simply take the fish—say a thick chunk of filleted salmon or a halibut steak—rub it well with salt and a little brown sugar, cover with a plate and refrigerate for the morning or overnight, or at the least for two hours. Then place it in the smoke-box, following the instructions, add some dried rosemary needles to the sawdust if smoking the halibut, dried fennel for the salmon. Allow the fish to cool in the box, then chill. To serve, slice in strips across the grain (like cutting bread, not how you would cut cold smoked salmon) and offer a mild mayonnaise mixed with yogurt and flavoured with a little garlic and French mustard. A mixture of the two fish makes a delicious starter. Whole salmon or halibut steaks served hot from the smoker are

also quite irresistible. Another way of treating salmon is to pickle it. I have evolved a very simple, basic method of doing this. Take a small salmon, have it completely filleted and rub it on all surfaces with the following mixture: 3 tablespoons soft brown sugar; 3 tablespoons sea salt; juice and grated rind of one large lime; heaped teaspoon of fresh coarsely ground Jamaica pepper (Bart spices to be found in Sainsburys and Waitrose).

Place the fish, cut side to cut side, in a dish, cover it with foil, press it down with a brick and refrigerate. Turn the fish once a day for two days, or up to five if you like. To serve, briefly rinse under the cold tap and pat dry, then slice paper thin like smoked salmon and serve with a slice of lime and hot brown rolls. Since returning from Alaska I have created a dish using

salmon to commemorate my visit, as well as courgettes, whose abundance in my garden welcomes me home! I shall simply call it... **LOVE ALASKA** (serves 4) 12 oz penne (pasta quills); 1 lb courgettes, large ones are best; 1 lb salmon cured as above, or home-broiled, or even canned; 1 oz unsalted butter; 1 tablespoon olive oil; 1 tablespoon lemon juice; some fresh dill or a small sprig of coriander; salt and pepper to taste. Slice the salmon, then cut it into pieces the size of postage stamps. Cut the courgettes in half lengthways, remove the seed pulp, if desirable, with a teaspoon and coarsely grate or shred it. Cook the penne in plenty of fast boiling water. Heat the butter and oil together in a large pan or flameproof dish—a wok is ideal—and quickly fry the salmon. Then add the grated courgettes, do little more than stir them enough to coat with the fat over a fierce heat, tip in the cooked and thoroughly drained pasta and the chopped dill or coriander and mix well, adding the lemon juice and seasoning to taste. Serve hot, tepid or even cold.

P.S. and it's sent with care!

The Hammer People of Norfolk

Martin Hoyle reflects on the Ayckbourn season

# Shadows on the lawn

"I knew you'd cry," said the middle-aged woman behind me accusingly to her husband. The curtain had just fallen on A Gorgeon Fide, the third of the eight plays making up Alan Ayckbourn's cycle, *Intimate Exchanges*, or the Ambassadors. Her presence as much as his susceptibility indicates how Ayckbourn's work has evolved: from technically dazzling farce to the gentle characterisation of weak moments in frustrated lives; from pompous, sometimes painful jingles of recognition.

The wifely adultery of Ayckbourn's self-imposed technical challenges never ceases to amaze. In *Exchanges* ten characters are played by a cast of two. Eight plays, each with alternative endings—the final scene's uncertainty, characterised as a writer's dilemma, christening, wedding or farewell—leave 18 possibilities. The play's *Domestic Obsession* rewritten by a comic poet.

are taking over: the weak reach an accommodation as henchmen (Season's Greetings), even comically cuckolds (*Absent Friends*), dancing to the tune called by the ruthlessly successful—literally so in the mirable juggling that ends *Absent Person Singular*. The combination of good intentions and worldly success is therefore potentially lethal.



Lavinia Bertram in the stocks as Sylvie in "A Gorgeon Fide": cheerful cruelty

replicates; and this wroth sums up Ayckbourn's tragicomic view of mutual incomprehension between the sexes. In *A Gorgeon Fide*, opening on September 3, Toby beautifully epitomises the pre-school master's vision of sex: "All that kissing good-night an dallapping each other's rumps."

The Act 1 curtain of *A Gorgeon Fide* falls with typically cheerful cruelty on Lionel pelting a glorified Sylvie with wet sponges in aid of charity, as a romantic seal on their engagement. But the farcical climax of physical humour seems rarer and gentler than elsewhere in Ayckbourn's work.

Under the author's direction *Intimate Exchanges* is unacceptably performed by Robin Herford and Lavinia Bertram, whose Celia can pack a world of middle-class frustration into a shrill hiss of complaint, capturing an angry, angry, angry, and whose Gloucestershire-accented Sylvie can invest lines like "the old folk are queuing up in the road" with a lugubrious distaste that is impossibly hilarious.

## Salzburg spotlight on Schreker

BY MAX LOPERT

conductor of Irregular in Peter Heyworth's indispensable biography the tale of the conductor's equivocal behaviour before and after that premiere is vividly told; in all age he is supposed to have dismissed Schreker as a composer of "typical inflation music"—underrated, Heyworth points out, "the fact that his years of fame had, unusually, been coincided with the years of inflation in Central Europe. But in another sense inflation is the problem with Schreker's music, at least with *Die Gezeichneten*, still.

The first two decades of the century saw several operatic treatments of Renaissance Italian dramatic subjects—among them, Schilling's *Mond*

attracting to him into one of loathing; and final scenes of debauchery, mockery, and violence in which the handsome, dissolute Tamare (charitone) plays a key part.

though out of the opera there are fascinating contemporary Viennese biographical and social issues to be teased, its overall effect, as here judged, is one of ledium.

symbol and musical movement. The performance, given by Austrian Radio forces under Gerd Albrecht, will no doubt crop up on Radio 3 sooner or later. It was very well prepared and organised—the strings may have lacked the Vienna Phil shine that their lines imply, but in the Rocky Riding School impressions both general and particular were of heartfelt endeavour.

## F.T. CROSSWORD PUZZLE No. 5,501

|    |    |    |    |    |    |    |    |    |
|----|----|----|----|----|----|----|----|----|
| 1  | 2  | 3  | 4  | 5  | 6  | 7  | 8  | 9  |
| 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 |
| 19 | 20 | 21 | 22 | 23 | 24 | 25 | 26 | 27 |
| 28 | 29 | 30 | 31 | 32 | 33 | 34 | 35 | 36 |

A prize of £10 will be given to each of the senders of the first three correct solutions received. Solutions must be received by next Thursday, marked Crossword in the top left-hand corner of the envelope, and addressed to the Financial Times, 10 Cannon Street, London EC1N 6DY. Winners and solutions will be given next Saturday.

ACROSS

- European heard to restrain capital spend of short holidays (12)
- European for tea and roulette (17)
- European nr Asian for delight in bath? (7)
- "..... happy...." said Henry V, palindromically (12, 3)
- European chap returning to very large lun? (8)
- Italy, for example, upset shall by law-breaking (11)
- Escaped in Asia (4)
- European in Arctic or Antarctic (14)
- Weigh claims in an odd way you might expect from Henderer nr Lord George (15, 3)
- European finds madness in Reagen (8)
- Man's got trouble with preposition (7)
- Man is, I'm revealing, for belief in spirits (17)
- European—he'll catch a female fish, so 'e will! (12)

DOWN

- Saint in upturned head-dress, mid-July, very keen (17)
- Talks to a number about washing (8)
- Has drifted snow (4)
- In a trial it must establish acidity (6, 4)

## BBC 1

7.00-8.25 am Open University.  
8.40 The Saturday Picture Show.  
10.32 Weather.  
10.33 Grandstand including 1.05 News Summary; Cricket: England v Sri Lanka; Racing from Goodwood at 2.00, 2.30, 3.10; Show Jumping: The Silk Out Tankard, from Hickstead.  
3.10 pm Autumn. 3.15 News, Weather.  
6.05 London, Sport; South West Plymouth; Spotlight Sport; All other English Regions, Sport/Regional News; Wales; Sports News; Wales; Scotland; Scoreboard; Northern Ireland; Northern Ireland News.  
6.10 1 On The Road.  
6.40 Mountain Family Robinson starring Robert E. Logan, Susan Damante Shaw, Heather Rattray and Ham Larsen (1979).  
8.15 The Main Attraction.  
8.00 Dynasty.  
9.30 News and Sport.  
10.03 Match of the Day; Jimmy Hill presents highlights of Ivn First Division games on the opening day of the Football League.  
10.33 Saturday Late Film: "The Bond, The Bad and the Ugly," Clint Eastwood, Lee Van Cleef and Eli Wallach in the Western adventure and 19th American Civil War (1966).  
1.30-1.35 am Weather.

## BBC 2

6.25 am Open University.  
3.15 pm-6.20 am Rock Around The Clock. Fifteen hours of films, concerts and documentaries, hosted by David Hepworth, Mark Eilonz, Steve Blackell, Richard Skinner, Josephine Buchanan, 35 Simple Minds and The Proclaimers.  
4.30 Alternative Ulster; 5.00 News; Order: 5.40 Aztec Camera, 6.20 Ebony's Greatest Hits; 7.05 News and Sport, 7.20 (Cricket); 7.30 Michael Jackson's Thriller; 8.00 The Buddy Holly Story (1978); 10.00 The Cure; 10.35 The People's Choice; 11.10 Rockalikes; 11.25 The Top Trio; 11.45 FM (1978); 1.30 am Van Morrison and The Rainbow; 2.25 The Doors - No One Here Gets Out Alive; 3.15 The Last Waltz (1978); 5.20 The Police vs Monserrat; 6.00 zzzz.

## LONDON

6.20 am TV-am Breakfast Programme. 9.25 LWT Information. 9.30 The Smurfs. 9.45

## BBC 1

5.45 News and Sport.  
6.20 am Open University.  
8.40 The Saturday Picture Show.  
10.32 Weather.  
10.33 Grandstand including 1.05 News Summary; Cricket: England v Sri Lanka; Racing from Goodwood at 2.00, 2.30, 3.10; Show Jumping: The Silk Out Tankard, from Hickstead.  
3.10 pm Autumn. 3.15 News, Weather.  
6.05 London, Sport; South West Plymouth; Spotlight Sport; All other English Regions, Sport/Regional News; Wales; Sports News; Wales; Scotland; Scoreboard; Northern Ireland; Northern Ireland News.  
6.10 1 On The Road.  
6.40 Mountain Family Robinson starring Robert E. Logan, Susan Damante Shaw, Heather Rattray and Ham Larsen (1979).  
8.15 The Main Attraction.  
8.00 Dynasty.  
9.30 News and Sport.  
10.03 Match of the Day; Jimmy Hill presents highlights of Ivn First Division games on the opening day of the Football League.  
10.33 Saturday Late Film: "The Bond, The Bad and the Ugly," Clint Eastwood, Lee Van Cleef and Eli Wallach in the Western adventure and 19th American Civil War (1966).  
1.30-1.35 am Weather.

## CHANNEL 4

2.05 pm Great Walks.  
2.30 The Sea Gull (1958). Sidney Lumet's version of Chekhov's play about relationships on a 19th-century estate in Russia, starring James Mason, Vanessa Redgrave, Simone Signoret, David Warner, Harry Andrews and Denholm Elliott.  
5.05 News and Sport.  
6.00 Ear Say.  
7.00 News and Weather followed by Reelwaves.  
7.30 World Alive: Spain.  
8.00 The Good, The Bad and The Indefensible. Films in a series of three programmes which examine the biological efforts of electroanalgesia on man and animals.  
8.00 Callan First Refusal.  
10.00 A Frame With Davis, with Steve Davis, Bernard Manning and Leslie Bennett.  
10.35 British Intelligence (1940). Spy thriller starring Boris Karloff as a World War I German spy posing as a huller in the home of an important British war official.  
11.45 The Four Skulls of Jonathan Drake (1950). Horror movie starring Edward Frazee as a man facing death from a terrifying Ecuadorian nurse.

## REGIONS

Wales: 6.25 pm Earth Year 2050. 7.30 Newydd. 8.45 Newydd bet net. 9.15 Cymru odd 8.45 Alenac. 9.15 Cymru. 10.15 Seconds.  
Border: IBA Regions as London except at the following times: 9.25 am The Three Musketeers (1973), 11.05 London Calling.  
Central: 9.25 am Norman Wisdom in "A Spick in Time" (1963), 11.05 London Calling.  
Channel: 9.25 am The Wonderful Stories of Professor Kwint, 9.30 Soccer Special, 10.00 Puffin's Puffins, 10.35 The Puffins, 11.05 London Calling, 5.05 pm Puffin's Puffins.  
Grampian: 9.25 am A Inmadh Duthach 10.25 The Smurfs 11.05 Garton 11.20 Hanna Barbara Animated Special, 11.20 pm Detectives 11.55 5626 Gold.  
Granada: 9.25 am The Wonderful Stories of Professor Kwint, 9.30 Soccer Special, 10.00 Puffin's Puffins, 10.35 The Puffins, 11.05 London Calling, 11.20 Hanna Barbara Animated Special, 11.20 pm Detectives 11.55 5626 Gold.  
HTV: 9.25 am The Wonderful Stories of Professor Kwint, 9.30 Soccer Special, 10.00 Puffin's Puffins, 10.35 The Puffins, 11.05 London Calling.  
TSW: 9.25 am The Wonderful Stories of Professor Kwint, 9.30 Soccer Special, 10.00 Puffin's Puffins, 10.35 The Puffins, 11.05 London Calling, 11.20 Hanna Barbara Animated Special, 11.20 pm Detectives 11.55 5626 Gold.  
TYS: 9.25 am Augie Ocean, 9.35 Charlie and the Chaparral, 10.00 The Sea, 10.30 News, 11.05 Weather, 12.00 am Company.  
Tyne Tees: 9.25 am Morning Glow, 9.30 Tarzan, 9.55 The Time Machine, 10.00 The Time Machine, 10.30 The Time Machine, 10.30 The Time Machine, 11.05 London Calling, 11.20 Hanna Barbara Animated Special, 11.20 pm Detectives 11.55 5626 Gold.  
Ulster: 9.25 am Lagan 10.30 Sesame Street, 11.30 The History of Thomas, 4.55 pm Ulster Sports Results, 6.03 Ulster News, 9.13 Ulster News and Weather.  
Yorkshire: 9.25 am The Glast Master, 11.00 Garton Time, 11.20 BBC1 Glast Master, 12.20 am Festival Folk.

## BBC RADIO 1

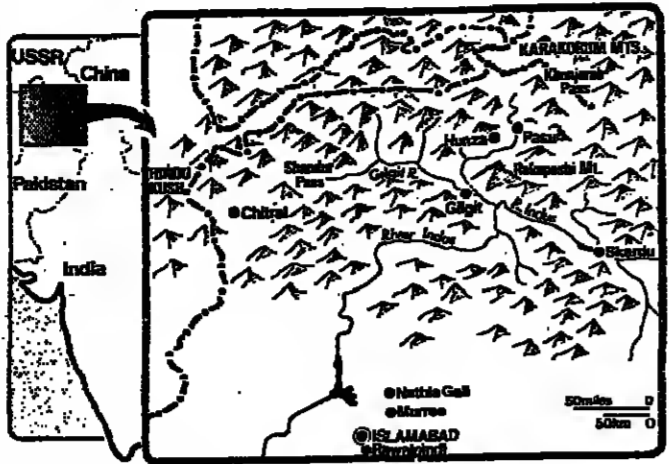
7.00 am News. 7.10 Today's Papers. 7.15 On Your Farm. 7.45 In Perspective. 7.50 Dawn to Dusk. 7.55 Weather. 7.50 News. 8.10 Today's Papers. 8.15 Sport On. 8.45 Breakfast. 9.00 News. 9.15 News. 9.30 The Day After. 9.35 The Day After. 9.40 The Day After. 9.45 The Day After. 9.50 The Day After. 9.55 The Day After. 10.00 News. 10.15 News. 10.30 News. 10.45 News. 11.00 News. 11.15 News. 11.30 News. 11.45 News. 12.00 News. 12.15 News. 12.30 News. 12.45 News. 1.00 News. 1.15 News. 1.30 News. 1.45 News. 2.00 News. 2.15 News. 2.30 News. 2.45 News. 3.00 News. 3.15 News. 3.30 News. 3.45 News. 4.00 News. 4.15 News. 4.30 News. 4.45 News. 5.00 News. 5.15 News. 5.30 News. 5.45 News. 6.00 News. 6.15 News. 6.30 News. 6.45 News. 7.00 News. 7.15 News. 7.30 News. 7.45 News. 7.50 News. 8.00 News. 8.15 News. 8.30 News. 8.45 News. 9.00 News. 9.15 News. 9.30 News. 9.45 News. 10.00 News. 10.15 News. 10.30 News. 10.45 News. 11.00 News. 11.15 News. 11.30 News. 11.45 News. 12.00 News. 12.15 News. 12.30 News. 12.45 News. 1.00 News. 1.15 News. 1.30 News. 1.45 News. 2.00 News. 2.15 News. 2.30 News. 2.45 News. 3.00 News. 3.15 News. 3.30 News. 3.45 News. 4.00 News. 4.15 News. 4.30 News. 4.45 News. 5.00 News. 5.15 News. 5.30 News. 5.45 News. 6.00 News. 6.15 News. 6.30 News. 6.45 News. 7.00 News. 7.15 News. 7.30 News. 7.45 News. 7.50 News. 8.00 News. 8.15 News. 8.30 News. 8.45 News. 9.00 News. 9.15 News. 9.30 News. 9.45 News. 10.00 News. 10.15 News. 10.30 News. 10.45 News. 11.00 News. 11.15 News. 11.30 News. 11.45 News. 12.00 News. 12.15 News. 12.30 News. 12.45 News. 1.00 News. 1.15 News. 1.30 News. 1.45 News. 2.00 News. 2.15 News. 2.30 News. 2.45 News. 3.00 News. 3.15 News. 3.30 News. 3.45 News. 4.00 News. 4.15 News. 4.30 News. 4.45 News. 5.00 News. 5.15 News. 5.30 News. 5.45 News. 6.00 News. 6.15 News. 6.30 News. 6.45 News. 7.00 News. 7.15 News. 7.30 News. 7.45 News. 7.50 News. 8.00 News. 8.15 News. 8.30 News. 8.45 News. 9.00 News. 9.15 News. 9.30 News. 9.45 News. 10.00 News. 10.15 News. 10.30 News. 10.45 News. 11.00 News. 11.15 News. 11.30 News. 11.45 News. 12.00 News. 12.15 News. 12.30 News. 12.45 News. 1.00 News. 1.15 News. 1.30 News. 1.45 News. 2.00 News. 2.15 News. 2.30 News. 2.45 News. 3.00 News. 3.15 News. 3.30 News. 3.45 News. 4.00 News. 4.15 News. 4.30 News. 4.45 News. 5.00 News. 5.15 News. 5.30 News. 5.45 News. 6.00 News. 6.15 News. 6.30 News. 6.45 News. 7.00 News. 7.15 News. 7.30 News. 7.45 News. 7.50 News. 8.00 News. 8.15 News. 8.30 News. 8.45 News. 9.00 News. 9.15 News. 9.30 News. 9.45 News. 10.00 News. 10.15 News. 10.30 News. 10.45 News. 11.00 News. 11.15 News. 11.30 News. 11.45 News. 12.00 News. 12.15 News. 12.30 News. 12.45 News. 1.00 News. 1.15 News. 1.30 News. 1.45 News. 2.00 News. 2.15 News. 2.30 News. 2.45 News. 3.00 News. 3.15 News. 3.30 News. 3.45 News. 4.00 News. 4.15 News. 4.30 News. 4.45 News. 5.00 News. 5.15 News. 5.30 News. 5.45 News. 6.00 News. 6.15 News. 6.30 News. 6.45 News. 7.00 News. 7.15 News. 7.30 News. 7.45 News. 7.50 News. 8.00 News. 8.15 News. 8.30 News. 8.45 News. 9.00 News. 9.15 News. 9.30 News. 9.45 News. 10.00 News. 10.15 News. 10.30 News. 10.45 News. 11.00 News. 11.15 News. 11.30 News. 11.45 News. 12.00 News. 12.15 News. 12.30 News. 12.45 News. 1.00 News. 1.15 News. 1.30 News. 1.45 News. 2.00 News. 2.15 News. 2.30 News. 2.45 News. 3.00 News. 3.15 News. 3.30 News. 3.45 News. 4.00 News. 4.15 News. 4.30 News. 4.45 News. 5.00 News. 5.15 News. 5.30 News. 5.45 News. 6.00 News. 6.15 News. 6.30 News. 6.45 News. 7.00 News. 7.15 News. 7.30 News. 7.45 News. 7.50 News. 8.00 News. 8.15 News. 8.30 News. 8.45 News. 9.00 News. 9.15 News. 9.30 News. 9.45 News. 10.00 News. 10.15 News. 10.30 News. 10.45 News. 11.00 News. 11.15 News. 11.30 News. 11.45 News. 12.00 News. 12.15 News. 12.30 News. 12.45 News. 1.00 News. 1.15 News. 1.30 News. 1.45 News. 2.00 News. 2.15 News. 2.30 News. 2.45 News. 3.00 News. 3.15 News. 3.30 News. 3.45 News. 4.00 News. 4.15 News. 4.30 News. 4.45 News. 5.00 News. 5.15 News. 5.30 News. 5.45 News. 6.00 News. 6.15 News. 6.30 News. 6.45 News. 7.00 News. 7.15 News. 7.30 News. 7.45 News. 7.50 News. 8.00 News. 8.15 News. 8.30 News. 8.45 News. 9.00 News. 9.15 News. 9.30 News. 9.45 News. 10.00 News. 10.15 News. 10.30 News. 10.45 News. 11.00 News. 11.15 News. 11.30 News. 11.45 News. 12.00 News. 12.15 News. 12.30 News. 12.45 News. 1.00 News. 1.15 News. 1.30 News. 1.45 News. 2.00 News. 2.15 News. 2.30 News. 2.45 News. 3.00 News. 3.15 News. 3.30 News. 3.45 News. 4.00 News. 4.15 News. 4.30 News. 4.45 News. 5.00 News. 5.15 News. 5.30 News. 5.45 News. 6.00 News. 6.15 News. 6.30 News. 6.45 News. 7.00 News. 7.15 News. 7.30 News. 7.45 News. 7.50 News. 8.00 News. 8.15 News. 8.30 News. 8.45 News. 9.00 News. 9.15 News. 9.30 News. 9.45 News. 10.00 News. 10.15 News. 10.30 News. 10.45 News. 11.00 News. 11.15 News. 11.30 News. 11.45 News. 12.00 News. 12.15 News. 12.30 News. 12.45 News. 1.00 News. 1.15 News. 1.30 News. 1.45 News. 2.00 News. 2.15 News. 2.30 News. 2.45 News. 3.00 News. 3.15 News. 3.30 News. 3.45 News. 4.00 News. 4.15 News. 4.30 News. 4.45 News. 5.00 News. 5.15 News. 5.30 News. 5.45 News. 6.00 News. 6.15 News. 6.30 News. 6.45 News. 7.00 News. 7.15 News. 7.30 News. 7.45 News. 7.50 News. 8.00 News. 8.15 News. 8.30 News. 8.45 News. 9.00 News. 9.15 News. 9.30 News. 9.45 News. 10.00 News. 10.15 News. 10.30 News. 10.45 News. 11.00 News. 11.15 News. 11.30 News. 11.45 News. 12.00 News. 12.15 News. 12.30 News. 12.45 News. 1.00 News. 1.15 News. 1.30 News. 1.45 News. 2.00 News. 2.15 News. 2.30 News. 2.45 News. 3.00 News. 3.15 News. 3.30 News. 3.45 News. 4.00 News. 4.15 News. 4.30 News. 4.45 News. 5.00 News. 5.15 News. 5.30 News. 5.45 News. 6.00 News. 6.15 News. 6.30 News. 6.45 News. 7.00 News. 7.15 News. 7.30 News. 7.45 News. 7.50 News. 8.00 News. 8.15 News. 8.30 News. 8.45 News. 9.00 News. 9.15 News. 9.30 News. 9.45 News. 10.00 News. 10.15 News. 10.30 News. 10.45 News. 11.00 News. 11.15 News. 11.30 News. 11.45 News. 12.00 News. 12.15 News. 12.30 News. 12.45 News. 1.00 News. 1.15 News. 1.30 News. 1.45 News. 2.00 News. 2.15 News. 2.30 News. 2.45 News. 3.00 News. 3.15 News. 3.30 News. 3.45 News. 4.00 News. 4.15 News. 4.30 News. 4.45 News. 5.00 News. 5.15 News. 5.30 News. 5.45 News. 6.00 News. 6.15 News. 6.30 News. 6.45 News. 7.00 News. 7.15 News. 7.30 News. 7.45 News. 7.50 News. 8.00 News. 8.15 News. 8.30 News. 8.45 News. 9.00 News. 9.15 News. 9.30 News. 9.45 News. 10.00 News. 10.15 News. 10.30 News. 10.45 News. 11.00 News. 11.15 News. 11.30 News. 11.45 News. 12.00 News. 12.15 News. 12.30 News. 12.45 News. 1.00 News. 1.15 News. 1.30 News. 1.45 News. 2.00 News. 2.15 News. 2.30 News. 2.45 News. 3.00 News. 3.15 News. 3.30 News. 3.45 News. 4.00 News. 4.15 News. 4.30 News. 4.45 News. 5.00 News. 5.15 News. 5.30 News. 5.45 News. 6.00 News. 6.15 News. 6.30 News. 6.45 News. 7.00 News. 7.15 News. 7.30 News. 7.45 News. 7.50 News. 8.00 News. 8.15 News. 8.30 News. 8.45 News. 9.00 News. 9.15 News. 9.30 News. 9.45 News. 10.00 News. 10.15 News. 10.30 News. 10.45 News. 11.00 News. 11.15 News. 11.30 News. 11.45 News. 12.00 News. 12.15 News. 12.30 News. 12.45 News. 1.00 News. 1.15 News. 1.30 News. 1.45 News. 2.00 News. 2.15 News. 2.30 News. 2.45 News. 3.00 News. 3.15 News. 3.30 News. 3.45 News. 4.00 News. 4.15 News. 4.30 News. 4.45 News. 5.00 News. 5.15 News. 5.30 News. 5.45 News. 6.00 News. 6.15 News. 6.30 News. 6.45 News. 7.00 News. 7.15 News. 7.30 News. 7.45 News. 7.50 News. 8.00 News. 8.15 News. 8.30 News. 8.45 News. 9.00 News. 9.15 News. 9.30 News. 9.45 News. 10.00 News. 10.15 News. 10.30 News. 10.45 News. 11.00 News. 11.15 News. 11.30 News. 11.45 News. 12.00 News. 12.15 News. 12.30 News. 12.45 News. 1.00 News. 1.15 News. 1.30 News. 1.45 News. 2.00 News. 2.15 News. 2.30 News. 2.45 News. 3.00 News. 3.15 News. 3.30 News. 3.45 News. 4.00 News. 4.15 News. 4.30 News. 4.45 News. 5.00 News. 5.15 News. 5.30 News. 5.45 News. 6.00 News. 6.15 News. 6.30 News. 6.45 News. 7.00 News. 7.15 News. 7.30 News. 7.45 News. 7.50 News. 8.00 News. 8.15 News. 8.30 News. 8.45 News. 9.00 News. 9.15 News. 9.30 News. 9.45 News. 10.00 News. 10.15 News. 10.30 News. 10.45 News. 11.00 News. 11.15 News. 11.30 News. 11.45 News. 12.00 News. 12.15 News. 12.30 News. 12.45 News. 1.00 News. 1.15 News. 1.30 News. 1.45 News. 2.00 News. 2.15 News. 2.30 News. 2.45 News. 3.00 News. 3.15 News. 3.30 News. 3.45 News. 4.00 News. 4.15 News. 4.30 News. 4.45 News. 5.00 News. 5.15 News. 5.30 News. 5.45 News. 6.00 News. 6.15 News. 6.30 News. 6.45 News. 7.00 News. 7.15 News. 7.30 News. 7.45 News. 7.50 News. 8.00 News. 8.15 News. 8.30 News. 8.45 News. 9.00 News. 9.15 News. 9.30 News. 9.45 News. 10.00 News. 10.15 News. 10.30 News. 10.45 News. 11.00 News. 11.15 News. 11.30 News. 11.45 News. 12.00 News. 12.15 News. 12.30 News. 12.45 News. 1.00 News. 1.15 News. 1.30 News. 1.45 News. 2.00 News. 2.15 News. 2.30 News. 2.45 News. 3.00 News. 3.15 News. 3.30 News. 3.45 News. 4.00 News. 4.15 News. 4.30 News. 4.45 News. 5.00 News. 5.15 News. 5.30 News. 5.45 News. 6.00 News. 6.15 News. 6.30 News. 6.45 News. 7.00 News. 7.15 News. 7.30 News. 7.45 News. 7.50 News. 8.00 News. 8.15 News. 8.30 News. 8.45 News. 9.00 News. 9.15 News. 9.30 News. 9.45 News. 10.00 News. 10.15 News. 10.30 News. 10.45 News. 11.00 News. 11.15 News. 11.30 News. 11.45 News. 12.00 News. 12.15 News. 12.30 News. 12.45 News. 1.00 News. 1.15 News. 1.30 News. 1.45 News. 2.00 News. 2.15 News. 2.30 News. 2.45 News. 3.00 News. 3.15 News. 3.30 News. 3.45 News. 4.00 News. 4.15 News. 4.30 News. 4.45 News. 5.00 News. 5.15 News. 5.30 News. 5.45 News. 6.00 News. 6.15 News. 6.30 News. 6.45 News. 7.00 News. 7.15 News. 7.30 News. 7.45 News. 7.50 News. 8.00 News. 8.15 News. 8.30 News. 8.45 News. 9.00 News. 9.15 News. 9.30 News. 9.45 News. 10.00 News. 10.15 News. 10.30 News. 10.45 News. 11.00 News. 11.15 News. 11.30 News. 11.45 News. 12.00 News. 12.15 News. 12.30 News. 12.45 News. 1.00 News. 1.15 News. 1.30 News. 1.45 News. 2.00 News. 2.15 News. 2.30 News. 2.45 News. 3.00 News. 3.15 News. 3.30 News. 3.45 News. 4.00 News. 4.15 News. 4.30 News. 4.45 News. 5.00 News. 5.15 News. 5.30 News. 5.45 News. 6.00 News. 6.15 News. 6.30 News. 6.45 News. 7.00 News. 7.15 News. 7.30 News. 7.45 News. 7.50 News. 8.00 News. 8.15 News. 8.30 News. 8.45 News. 9.00 News. 9.15 News. 9.30 News. 9.45 News. 10.00 News. 10.15 News. 10.30 News. 10.45 News. 11.00 News. 11.15 News. 11.30 News. 11.45 News. 12.00 News. 12.15 News. 12.30 News. 12.45 News. 1.00 News. 1.15 News. 1.30 News. 1.45 News. 2.00 News. 2.15 News. 2.30 News. 2.45 News. 3.00 News. 3.15 News. 3.30 News. 3.45 News. 4.00 News. 4.15 News. 4.30 News. 4.45 News. 5.00 News. 5.15 News. 5.30 News. 5.45 News. 6.00 News. 6.15 News. 6.30 News. 6.45 News. 7.00 News. 7.15 News. 7.30 News. 7.45 News. 7.50 News. 8.00 News. 8.15 News. 8.30 News. 8.45 News. 9.00 News. 9.15 News. 9.30 News. 9.45 News. 10.00 News. 10.15 News. 10.30 News. 10.45 News. 11.00 News. 11.15 News. 11.30 News. 11.45 News. 12.00 News. 12.15 News. 12.30 News. 12.45 News. 1.00 News. 1.15 News. 1.30 News. 1.45 News. 2.00 News. 2.15 News. 2.30 News. 2.45 News. 3.00 News. 3.15 News. 3.30 News. 3.45 News. 4.00 News. 4.15 News. 4.30 News. 4.45 News. 5.00 News. 5.15 News. 5.30 News. 5.45 News. 6.00 News. 6.15 News. 6.30 News. 6.45 News. 7.00 News. 7.15 News. 7.30 News. 7.45 News. 7.50 News. 8.00 News. 8.15 News. 8.30 News. 8.45 News. 9.00 News. 9.15 News. 9.30 News. 9.45 News. 10.00 News. 10.15 News. 10.30 News. 10.45 News. 11.00 News. 11.15 News. 11.30 News. 11.45 News. 12.00 News. 12.15 News. 12.30 News. 12.45 News. 1.00 News. 1.15 News. 1.30 News. 1.45 News. 2.00 News. 2.15 News. 2.30 News. 2.45 News. 3.

LEISURE

John Elliott on a 2,250-mile trip by jeep in Pakistan

Bumping through Shangri-La

TRIBAL WOMEN performing pagan dances in a moonlit forest clearing. Illlicit local alcoholic brews, and stories of fairies storming houses with rocks are not the images normally associated with the strict Islamic society being developed in Pakistan by the country's military ruler, President Zia Ul-Haq.



Back in Gilgit we went eastwards near the Russian and Afghan borders and the Hindu Kush mountains, crossing the Hindu Raj range at 12,500 feet.

Down from the pass — called Shandur — we went through hairpin bends on an unmade road so narrow that passengers often have to get out and walk in case their jeep slips off the edge.

Then on to Chitral (where tourists must obtain police passes), a centre for Afghan refugees camps with homes made of stone walls and pitched canvas roofs.

Chewing our way through three weeks of seemingly endless and often tough helpings of chicken-roast and chicken-Pakistani-style (either a spicy Karahi with ginger and garlic) we found we needed reserves we had bought of tinned cheese and corned beef and other provisions.

But we also discovered two legacies apparently from the days of the Raj. One was a remarkably widespread and consistent skill at cooking delicious egg custard and cream caramel. The other was the rivers stocked with trout, apparently introduced from Scotland about 70 years ago by some of the last of the Raj.

Essential reading for the area is the excellent A Traveller's Guide to Pakistan by Hilary Adamson and Isobel Shaw, who used to live in Islamabad. The book is published privately by the Islamabad Asian Study Group, but the authors are looking for a professional publisher.

Slightly more academic in a PhD thesis style, but an absorbing introduction to the land and people, is Words for my Brother, a travels between the Hindu Kush and the Himalayas by John Staley (Oxford University Press, Karachi).

Our holiday was organised as a package by the Pakistan Tourist Development Corporation, which runs jeeps, treks and basic motels and rest houses in the northern areas. Prices for a double room is up to Pkr 200 (just over £20 a mile) (over 30p), which includes driver, plus Rs150 (about £7.50) a day out-station charges.

Starting north of the country's twin capital cities of Islamabad and Rawalpindi and their hill stations of Murree and Nathia Gali, the areas stretch round Pakistan's borders with Afghanistan, Russia and China to the disputed line of control with India.

Originally called Dardistan — the land of the Dard tribes — this is the world of "The Great Game" and international intrigue, of Rudyard Kipling's "Kim" and the Shangri-La of James Hilton's Lost Horizon.

The drive up a steep gorge into the remote northern valley of Hunza, an independent kingdom till 1974, and through a gateway of two massive rocks into a second Hunza Valley called Gulmit, vividly recalls scenes from Lost Horizon.

Preparations are under way to open this as a new tourist road in two or three years into China, running along what since the 2nd century BC has been known as the Silk Route.

But tourists cannot yet travel without special central-government permits the last 85 miles to the Chinese border at the 16,000 ft Kunjrab pass through the Karakoram mountains.

A visit to the villages of Gilgit and Pasm in the green and yellow valley of Hunza, surrounded by glaciers and the Karakoram mountains, was one of the highlights of a three-week family holiday I have just completed with my wife and three sons (ages 4, 11 and 12).

We travelled 2,250 miles by jeep, often at no more than 10 miles an hour, through a never-ending panorama of high mountains, glaciers, rushing rivers and steep unmade mountain roads. Even a short wheel

base jeep had to do three-point and sometimes five-point turns on steep hairpin bends with thousands feet fall down sheer mountain sides only a few inches from the jeep's wheels.

It is an area where it is not unusual to be two or three days late, where a daily hassle of some sort is almost inevitable, and where no alcohol is publicly sold.

We did over 90 jeep hours in temperatures up to more than 100 degrees F (relieved in the mountains by cool nights and in the south by monsoon rain).

It was interrupted by avalanches destroying rough mountain roads across houlder-strewn rivers. And by other people's jeeps stalled in river crossings.

We started our holiday with an hour's Pakistan International Airlines flight from Islamabad to Skardu by Fokker Friendship which flies (clouds permitting) along the winding Indus and Gilgit rivers below the surrounding mountain peaks and past the enormous Nanga Parbat mountain. At 26,660 ft, Nanga Parbat is just smaller than the nearby 28,250 ft K2, the second highest mountain in the world.

Skardu is the small capital of the 7,500 ft Baltistan area. It consists of a long dusty bazaar (with a hakers that sells excellent macarons) at one end of a great flat oval valley where the Indus slowly winds its way through a white desert.

We stayed in the northern area's only modern resort, owned by a retired local brigadier on a small take euphemistically called Shangri-La.

It was more pleasantly and efficiently run than some of the area's Government-owned tourist accommodation, but has over-gagged its image with brash advertising that wrongly makes it sound, as it is called, "Heaven on earth."

From Skardu we bumped our way by jeep for eight hours to Gilgit along narrow Indus gorges and the smoother Karakoram highway, past gaunt desolate grey-brown and sometimes almost black mountains.

From Gilgit we went on a four-hour journey round the 25,550 ft Rakaposhi Mountain to Hunza, home of an illicit alcoholic spirit called Hunza Water.

We were often invited into people's stout stone houses, in Hunza, by women who wear little brightly embroidered bonnets. Hunza is a centre of Pakistan's Isma'ili minority Muslim community and the women do not follow the strict Muslim codes of covering their heads or faces and turning away from strangers.

Here we were told by a member of an old ruling family how he had believed in fairies ever since his father's house had been attacked by flying stones from four directions for seven days till, on the advice of a local fairy expert called a Shoman, a bullock was led round the house and sacrificed.

It was more pleasantly and efficiently run than some of the area's Government-owned tourist accommodation, but has over-gagged its image with brash advertising that wrongly makes it sound, as it is called, "Heaven on earth."

From Skardu we bumped our way by jeep for eight hours to Gilgit along narrow Indus gorges and the smoother Karakoram highway, past gaunt desolate grey-brown and sometimes almost black mountains.

From Gilgit we went on a four-hour journey round the 25,550 ft Rakaposhi Mountain to Hunza, home of an illicit alcoholic spirit called Hunza Water.

We were often invited into people's stout stone houses, in Hunza, by women who wear little brightly embroidered bonnets. Hunza is a centre of Pakistan's Isma'ili minority Muslim community and the women do not follow the strict Muslim codes of covering their heads or faces and turning away from strangers.

Here we were told by a member of an old ruling family how he had believed in fairies ever since his father's house had been attacked by flying stones from four directions for seven days till, on the advice of a local fairy expert called a Shoman, a bullock was led round the house and sacrificed.

Beware of Russians bearing gifts

"DID YOU get beaten up by the Russians?" asked a friend on my return from holiday with my wife in the Soviet Union. This was a reference to the incident in which an American tourist had, allegedly, been beaten up and left unconscious in a Lenin-grad basement.

We were only once mistaken for Americans ourselves, but this was our own fault for dining on caviare and champagne on the top floor of an hotel in Tbilisi, the capital of the Soviet Republic of Georgia.

A half-sober Soviet soldier leered angrily at us and launched into an attack on our country. "What a damn country," he said. "We told him that we were harmless little English people, and in an attempt to pacify, offered a packet of American cigarettes. The soldier chose not to make a comment about such a symbol of U.S. power but beamed, proclaiming "I may be a military man, but my quarrel is not with England." Then he walked off with the cigarette pack.

If the Americans are the least favoured people, the Finns seemed the most welcome, at least to Intourist, which controls all tourism in the USSR. In each hotel the dining tables were laid out according to the nationality of the travellers, and the Finns seemed always to get the biggest and best meal. Eventually, in Moscow, I asked an Intourist guide, why the discrepancy. She looked at me as if it was astonishing that anyone should need to ask such a question. "The best people get the best food," she replied tartly.

Any tourist, regardless of nationality is liable to be pestered by black marketeers offering very favourable currency deals. If you are English you will be offered 2.5 roubles per pound by the spivs, and that rate is as true in Azerbaijan as it is in Moscow. The official bank rate is about parity between the two currencies. But beware of Russians hearing gifts. According to a Georgian we befriended, "Twenty per cent of those offering you counter-revolutionary economics are either agent provocateurs or are well known to the police."

Oae final warning. All cars in the USSR are the same model unless you are a Government official. All taxis are yellow. But it does not follow that all yellow cars are taxis.

In Baku, capital of the trans-Caucasian republic of Azerbaijan, I hailed a stationary yellow car. The driver who of course spoke no English refused to see reason. But experience with London taxi drivers has hardened me. "Me Western tourist. You Azerbaijani taxi driver. You take me to the Caravan restaurant pronto."

Eventually he agreed and we drove off at a speed to make an Italian blush. At the destination I offered some roubles. Offence was taken. As I said, not all yellow cars in the USSR are taxis.

It was transcribed into modern French by Dr Carmelia Opsomer and first published in 1980, and has now been translated into English by Ed and Robert and Professor W. T. Stearn, with explanatory notes by Prof Stearn which will be of particular value to those like myself, who have little or no knowledge of medieval herbals.

What I am sure will captivate everyone at first sight are the illustrations, which are enchanting. All are in colour and almost every page has one or more pictures. The manuscript is almost entirely written by one person in a bold, beautifully regular script in brown ink with ornamental red initial letters but the pictures are

A medieval picture of plants

VERY RARELY does a book come my way so individual as *Livre des Simples Medecines*. This is a 15th-century French herbal which has been reproduced facsimile and is accompanied by a second volume translating the original, written in medieval French script and also giving a great deal of background information about this manuscript in particular and ancient herbals in general.

Manuscripts produced before the days of printing and reproduced individually by hand always differed in detail from copy to copy as each scribe added bits of his own or others garnered from different sources. The particular copy which has been used for this publication is manuscript IV 1024 in the Bibliotheque Royale, Brussels, and is considered by experts to be a version of special quality and one of the major works of medieval science.

It was transcribed into modern French by Dr Carmelia Opsomer and first published in 1980, and has now been translated into English by Ed and Robert and Professor W. T. Stearn, with explanatory notes by Prof Stearn which will be of particular value to those like myself, who have little or no knowledge of medieval herbals.

What I am sure will captivate everyone at first sight are the illustrations, which are enchanting. All are in colour and almost every page has one or more pictures. The manuscript is almost entirely written by one person in a bold, beautifully regular script in brown ink with ornamental red initial letters but the pictures are

And, in the closing paragraph: "For each simple we shall indicate its complexion, that is to say, hot, dry, moist or cold. Then we shall say whether it is a tree, shrub, plant, root, flower, seed, leaf, stone, juice, or other substance. We shall also explain which varieties of it exist, where they

are to be found and which are the best. Concerning the remedies which are put together, we shall say how they are made, how they are counterpoised, and how to detect the imitation. We shall explain how long they can be kept and how to administer them. We shall arrange them alphabetically."

The intent was clear and ambitious, the execution not always perfect, but what book ever was?

For me this delightful work is full of surprises. Of fruits the fig is given pride of place, "the best of all fruits and the most nourishing." Hippocrates says that the less ripe a fig is the less hot it is and the larger it is the better in medicine." Sweet apples are dismissed as provoking flatulence and we are told that the best apples to eat are those with an insipid taste.

Cherries fare better. Firm, acid cherries are said to be good for those of a bilious complexion and we are told that there are just as many varieties of sweet cherry as there are of pears and other kinds of fruit. "The sweeter these cherries are, the better they are" is a dictum with which few will disagree.

But I am astonished that blackberries are not mentioned at all. The brambles on which they grow are illustrated with some very seed-looking fruits but the few lines devoted to the brambles refers only to the young shoots which, for redness of the eyes, are to be crushed with white of egg and saffron. Did nobody find any medicinal use for blackberry juice in those days?

Clay tablets in thousands from Knossos show that it was keeping elaborate records that controlled Crete. As they are written in the Greek Linear B script, we can read these documents of an agricultural society.

2. Architecture and the Arts. Those in charge of the palaces were the master masons who built them, and of the craftsmen working in the workshops in them or in the towns around. The patrons would have fed and supported them all and, as part of trading, probably tried to arrange the supply of raw materials—copper, alabaster or amethyst.

You can see in the Iraklion Museum what the craftsmen made for the palaces: exquisite seals; a rock crystal vase from Zakro; the ivory bull-leaper (or acrobat) from Knossos; the elaborate arabaques of the red-and-white-on-black pottery of the earlier period of the palaces, and especially from Phaistos.

3—Economy. The vast spaces

Did the Minoans really have palaces?

BY GERALD CADOGAN

THE BRITISH like Crete. It is beautiful, sunny, an island, has memories of the war, and there is an heroic and independent attitude to life. It has produced El Greco, Kazantzakis and Venizelos. Its fruits and olive oil and raki (the local potent) are delicious; and its mountains graze the sky.

Its greatest fame belongs to the palaces and civilisation of its inhabitants in the Bronze Age of c 3300-1000 BC, the Minoans; who were discovered by Sir Arthur Evans at the beginning of the century.

Evans started digging at Knossos, a couple of miles outside Iraklion, in March 1900. He is clear in his first report that he was finding a palace, and he managed to uncover about two acres that year. But was it really a palace as Evans called it?

For him the size of the ruins and grandeur of the finds made it beyond doubt. He had found storerooms, hoards of clay tablets with signs and figures, frescoes and the Throne Room. "Palace" has stuck. Today

we have them in Crete at Knossos, Phaistos (on an acropolis, or citadel, overlooking the Messara plain in south Crete), Mallia (between Iraklion and Ayios Nikolaos on the north coast) and at Zakro (in the far east). There is probably one to be found beneath the Venetian houses of Khamia in the west, and perhaps another somewhere near Rethymno.

There may have been one at Ayia Triadha near Phaistos, if the buildings there are a palace not really two grand houses, of which we know almost two dozen in Crete of c 1500 BC of a scale below the palaces; like country houses anywhere, they are good evidence of peace and prosperity for their time. New excavations will produce more buildings like them or palaces.

The earliest palaces belong to c 1900 BC. They lasted till c 1450 BC, with a major break in use c 1650 BC. They burnt down and were abandoned, as were almost all the centres of Crete, in the mid-15th century BC, which is probably when the Mycenaeans of mainland

Greece came to rule the island from Knossos. They may well have wrought the havoc. Knossos survived under their rule till 1175 BC and then also burnt down. We do not know whom to blame.

The four certain palaces are built around central courts aligned north or less north-south. They are large builtings. Knossos, with three acres for the palace without the buildings close by, is much larger than the others and has probably been the capital. Design and construction show similarities between them. There are light wells for light and to help air circulate; and rooms that could be divided by folding doors.

The best example of both together is what Evans called the Hall of the Double Axes on the bottom level of the east side of Knossos: a grand sequence of rooms and spaces ending at a light well in which each stone has been engraved the sacred symbol of the two-headed axe (later called a labrys in Greek, and hence we have labyrinth as the house of the double axe).

Evans saw the hall as where the king ate and slept, with a room for the queen just down a corridor. The storerooms with enormous storage jars are equally part of the palaces, as are finely dressed masonry, pillars and columns.

What we do not know so well is how the various rooms were used, and to what extent the buildings were the official residences of rulers — the principal use of "palace" since the residence of Augustus and his successors on the Palatine in Rome.

As with so many matters in archaeology, the evidence is not nearly so good as the confident labels suggest. For instance, it seems today after much iconographical study that the Throne Room may not have been for a Minoan but for a priestess or queen (who should then become an Ariadne, if we need a label); she could have sat in state as the epiphany of the Minoans' goddess.

If we divide up the likely functions of the palaces on the basis of architecture and finds,

we may have the following. 1—Administration. Clay tablets in thousands from Knossos show that it was keeping elaborate records that controlled Crete. As they are written in the Greek Linear B script, we can read these documents of an agricultural society.

2. Architecture and the Arts. Those in charge of the palaces were the master masons who built them, and of the craftsmen working in the workshops in them or in the towns around. The patrons would have fed and supported them all and, as part of trading, probably tried to arrange the supply of raw materials—copper, alabaster or amethyst.

You can see in the Iraklion Museum what the craftsmen made for the palaces: exquisite seals; a rock crystal vase from Zakro; the ivory bull-leaper (or acrobat) from Knossos; the elaborate arabaques of the red-and-white-on-black pottery of the earlier period of the palaces, and especially from Phaistos.

3—Economy. The vast spaces

make people more aware of what is here. The last of this season's music concerts Liane di Bel Canto is on Friday. Next year's programme is a celebration of Handel's tercentenary, with music selected from the 9th Earl's collection. The special study days will be repeated, too, when for about £25 you get not only a guided tour of the house, but lectures by experts such as John Ely on furniture and on silver by Richard Case, plus lunch in the family's private dining-room.

Two special exhibitions of family treasures are on Oriental porcelain and silver. One of the first "finds" (some in a Harrods box left on the stairs, was what she calls "a selection of odd pots." Sotheby's ceramics expert Gordon Lang identified them as one of the finest recorded private collections of Japanese porcelain in the west, mainly inventoried at Burghley in 1688 by Colpepper Tanner, personal secretary to the Fifth Earl.

The exhibitions go on until October 7, Monday to Saturday (including this Bank Holiday) 11.5, and Sundays 2.5. The silver in the latest exhibition is not confined to a particular period or style, forming what Gerald Taylor of Oxford's Ashmolean Museum in the introduction to the catalogue calls an accumulation rather than a collection, because it has been based on a single mansion for centuries. (In this case there were major depletions by the sales of 1888 and 1959, which included many prime pieces.)

SPORT

It's back to the Mersey machine

The English soccer programme begins today with players, managers, directors and supporters believing, or at least hoping, that this will be their year. Whatever the dreams, certain realities are inescapable. Hooliganism, in spite of that nebulous Government report, made without consultation with the Football League, the FA or the police, will continue to scar the game. England's preparations for the World Cup are bound to be upset by our domestic commitments as the FA are unlikely to pay the compensation for lost revenue on the scale the league are demanding.

TREVOR BAILEY crystal-gazes on the new soccer season

Individual talent. Although the North-West will probably nominate the First Division, London with five clubs, six if one includes Watford, might change matters. The big three, Arsenal, Spurs and West Ham, failed to live up to expectation last year. Watford, in spite of reaching the FA Cup Final, had limitations which were to some extent camouflaged by their unusual style.

Chelsea's promotion was obtained from an unusually weak Second Division. This leaves Queens Park Rangers who have prospered since installing their Dunfermline pitch three years ago. Although they have lost manager Terry Venables, he has left his successor Alan Mullery one of the best young coaches in the land. The two London teams most likely to finish in the top five or reach a Cup Final are for my money Arsenal and Rangers.

Last winter was a disaster for Milland clubs. Not only were there three of them relegated, but they also occupied the new three bottom places in the first Division. The present outlook does not look too encouraging, unless Brian Clough can conjure up another minor miracle at Nottingham Forest, possibly in Europe, or Aston Villa rediscover their form of three years ago.

My outsiders for Wembley are in a high position on their return to the Division are Sheffield Wednesday, providing they gain the confidence—which seems from a good start. The Yorkshire side may be rather short on effort but could well unsettle their opponents with their continual hustle and bustle.

The Second Division is populated by a number of teams who draw small, often minute, gates such as Carlisle, Grimsby, Shrewsbury, Barnsley, Blackburn, Oldham and newly-promoted Oxford and Wembley.

These little clubs with limited resources would find it hard to survive if they went into the First Division, where some players are earning £50,000 per annum.

My three for promotion are Manchester City, Birmingham and Leeds, who when they do well command large local support.

Football's economic problems, will grow as illustrated by the latest Arsenal balance sheet showing a loss of £750,000 and some of the smaller clubs will either remain tottering on the edge or topple over into bankruptcy. Finally Liverpool will finish in the top three and carry off at least one major honour.

It would be stupid to write off the champions on the evidence of last Saturday's substandard performance in a tropical heat at Wembley, when they were beaten in the Charity Shield by Everton, probably the most improved team in the 1983-84 First Division. It should be remembered that Liverpool lost the same fixture to Manchester United last year but went on to achieve an astonishing treble—the Canon League championship, the European Cup and the Milk Cup.

The First Division championship will be carried off by a team who in addition to class possess reserve cover, stamina, and the ability to steal three points from an away fixture in January on ice when below their best. These are the qualities which have made the Merseyside machine the finest team in England, and Europe for so many years. And they still have them.

I fancy their neighbours, Everton, will provide a bigger threat than big spending Manchester United, who have splashed out £1,750,000 on Olson Strachan and Brazil. Everton have acquired an impressive rhythm and understanding while behind, possibly the most efficient and constructive back four in the business. They have the finest keeper whereas United are still seeking to blend into the most effective pattern an impressive array of

Lessons at Lord's

ALAN FORREST looks at the holiday sport programme

ALL CRICKET seasons die hard, as far as I'm concerned. Even this one which England played Saturday cricket against opponents who employed the true arts of the game with a Saturday cricket panache.

But on to Lord's this weekend. I would never have believed that a Test against Sri Lanka could promise to be one of the highspots of Bank Holiday weekend sport.

Sri Lanka's batting has been a revelation. Sid Westman and his friends make it look so easy and elegant and exciting. Oh, my goodness, was that a leg glide! Oh, my Hutton and my Washbrook long ago!

But there are other vital games of real cricket to see this weekend. Essex, still with a champion look in spite of recent setbacks, take on Surrey at The Oval, and I hope my second favourite team after Yorkshire clinch the championship.

Nottingham's nearest rivals, meet Warwickshire at Trent Bridge. This should be one of the weekend's attractions. Can that strong Warwickshire batting side sabotage all the county championship prognostications?

I said a cricket season dies hard. It also dies sadly. At Bradford, Yorkshire and Glamorgan battle out for the bottom end of the table. And Boycott is in disgrace again.

What else do we look for on

Bank Holiday weekend? Racing is at Hampton Court maze, so many meetings that you might as well concentrate on Sun Bingo rather than try to work out form on about three handfuls of racecards.

But the most interesting race is the Waterford Crystal Mile at Goodwood today, in which Greville Sturges makes a formidable bid on Rouillon — the horse that gained him a 14-day suspension on the same course earlier this month.

There is international show-jumping at Hickstead, shooting at Bisley, powerboat racing on the Thames and on The Solent. And City yachting buffs will have their eyes on the Schroder Channel Race from Cowes to Guernsey today.

Seventy-eight boats line up for this event, including several from City boat clubs. Lloyd's Bank of England, Barclays and Bank Nerox are among the entries.

Last year's race was won by a NatWest craft, skippered by Mike Flowers, who looks after the bank's bullion in Bristol. He races again today—not on official NatWest boat, but on another one crewed mainly by NatWest people.



Home of silver

BY JUNE FIELD

"THERE'S A cobweb," murmured Lady Victoria Leatham, pointing on it. As chateleine of Burghley House, Stamford, Lincolnshire, the youngest daughter of David, 6th Marquess of Exeter, 1928 Olympic Gold medalist who died in 1981, she takes pride in keeping the place up to scratch.

Victoria, 37, with her husband Simon Leatham, who is in shipping finance, and their two children, moved in about two years ago to the great Elizabethan mansion built by William Cecil (1520-85), 1st Lord Burghley, and Lord High Treasurer to Queen Elizabeth I. (The estate is held in trust for the family, and the present Marquess, a septuagenarian rancher in Canada, did not want to come back to England when his brother David died.)

For all its grand royal connections — Queen Elizabeth's Bedroom among many of the fabrics are original, the Brown Drawing Room with the bed slept in by Queen Victoria as a child, and the Black and Yellow Bedchamber used by King George VI and Queen Elizabeth the Queen Mother when Duke and Duchess of York — the house has a pleasing air of domesticity.

In spite of being busy with her job of running Sotheby's in Cambridge, Victoria Leatham has considerably increased Burghley's potential, stepping up visitor attendance from 46,000 to 60,000 over last season. The house is open to the public from April to October.

"We don't want to make the place too commercial, but to

make people more aware of what is here. The last of this season's music concerts Liane di Bel Canto is on Friday. Next year's programme is a celebration of Handel's tercentenary, with music selected from the 9th Earl's collection. The special study days will be repeated, too, when for about £25 you get not only a guided tour of the house, but lectures by experts such as John Ely on furniture and on silver by Richard Case, plus lunch in the family's private dining-room.

Two special exhibitions of family treasures are on Oriental porcelain and silver. One of the first "finds" (some in a Harrods box left on the stairs, was what she calls "a selection of odd pots." Sotheby's ceramics expert Gordon Lang identified them as one of the finest recorded private collections of Japanese porcelain in the west, mainly inventoried at Burghley in 1688 by Colpepper Tanner, personal secretary to the Fifth Earl.

The exhibitions go on until October 7, Monday to Saturday (including this Bank Holiday) 11.5, and Sundays 2.5. The silver in the latest exhibition is not confined to a particular period or style, forming what Gerald Taylor of Oxford's Ashmolean Museum in the introduction to the catalogue calls an accumulation rather than a collection, because it has been based on a single mansion for centuries. (In this case there were major depletions by the sales of 1888 and 1959, which included many prime pieces.)

I fancy their neighbours, Everton, will provide a bigger threat than big spending Manchester United, who have splashed out £1,750,000 on Olson Strachan and Brazil. Everton have acquired an impressive rhythm and understanding while behind, possibly the most efficient and constructive back four in the business. They have the finest keeper whereas United are still seeking to blend into the most effective pattern an impressive array of

make people more aware of what is here. The last of this season's music concerts Liane di Bel Canto is on Friday. Next year's programme is a celebration of Handel's tercentenary, with music selected from the 9th Earl's collection. The special study days will be repeated, too, when for about £25 you get not only a guided tour of the house, but lectures by experts such as John Ely on furniture and on silver by Richard Case, plus lunch in the family's private dining-room.

Two special exhibitions of family treasures are on Oriental porcelain and silver. One of the first "finds" (some in a Harrods box left on the stairs, was what she calls "a selection of odd pots." Sotheby's ceramics expert Gordon Lang identified them as one of the finest recorded private collections of Japanese porcelain in the west, mainly inventoried at Burghley in 1688 by Colpepper Tanner, personal secretary to the Fifth Earl.

The exhibitions go on until October 7, Monday to Saturday (including this Bank Holiday) 11.5, and Sundays 2.5. The silver in the latest exhibition is not confined to a particular period or style, forming what Gerald Taylor of Oxford's Ashmolean Museum in the introduction to the catalogue calls an accumulation rather than a collection, because it has been based on a single mansion for centuries. (In this case there were major depletions by the sales of 1888 and 1959, which included many prime pieces.)

I fancy their neighbours, Everton, will provide a bigger threat than big spending Manchester United, who have splashed out £1,750,000 on Olson Strachan and Brazil. Everton have acquired an impressive rhythm and understanding while behind, possibly the most efficient and constructive back four in the business. They have the finest keeper whereas United are still seeking to blend into the most effective pattern an impressive array of

make people more aware of what is here. The last of this season's music concerts Liane di Bel Canto is on Friday. Next year's programme is a celebration of Handel's tercentenary, with music selected from the 9th Earl's collection. The special study days will be repeated, too, when for about £25 you get not only a guided tour of the house, but lectures by experts such as John Ely on furniture and on silver by Richard Case, plus lunch in the family's private dining-room.

Two special exhibitions of family treasures are on Oriental porcelain and silver. One of the first "finds" (some in a Harrods box left on the stairs, was what she calls "a selection of odd pots." Sotheby's ceramics expert Gordon Lang identified them as one of the finest recorded private collections of Japanese porcelain in the west, mainly inventoried at Burghley in 1688 by Colpepper Tanner, personal secretary to the Fifth Earl.

The exhibitions go on until October 7, Monday to Saturday (including this Bank Holiday) 11.5, and Sundays 2.5. The silver in the latest exhibition is not confined to a particular period or style, forming what Gerald Taylor of Oxford's Ashmolean Museum in the introduction to the catalogue calls an accumulation rather than a collection, because it has been based on a single mansion for centuries. (In this case there were major depletions by the sales of 1888 and 1959, which included many prime pieces.)

I fancy their neighbours, Everton, will provide a bigger threat than big spending Manchester United, who have splashed out £1,750,000 on Olson Strachan and Brazil. Everton have acquired an impressive rhythm and understanding while behind, possibly the most efficient and constructive back four in the business. They have the finest keeper whereas United are still seeking to blend into the most effective pattern an impressive array of

make people more aware of what is here. The last of this season's music concerts Liane di Bel Canto is on Friday. Next year's programme is a celebration of Handel's tercentenary, with music selected from the 9th Earl's collection. The special study days will be repeated, too, when for about £25 you get not only a guided tour of the house, but lectures by experts such as John Ely on furniture and on silver by Richard Case, plus lunch in the family's private dining-room.

Two special exhibitions of family treasures are on Oriental

# Meanwhile, at the workbench

THE CALL for a national dock strike is, of course, the issue of the moment, and we could no doubt let off a good deal of emotional steam for some of our readers by denouncing everyone concerned—indeed, some readers may well be unscrewing their pens to tell us that it is exactly how this space should be occupied. However, the immediate issue is not what we, or the broader business community think of the dockers' leaders, but what the dockers think of them—how many respond to what is a blatantly political call, and with how much enthusiasm. At the moment we simply do not know: it would be as premature to conclude that everything is coming to a standstill as to hope that because some dockers are working into next week before considering the call, it has no backing.

**Distortions**

At this stage, in fact, the evidence is not nearly strong enough to support such a conclusion. It is true that the impulse from consumer credit has largely spent itself, but real incomes are still rising—indeed, the steady though reduced growth of nominal wages is the one partial failure of disinflation. The leading indicators are distorted by the effects of the dock disputes, which have weakened sterling, driven up interest rates (and could now happen again) and depressed asset prices. The question is not whether strikes can damage the economy, which is self-evident, but what are the underlying trends.

The output figures, the most telling on the face of it, seem to be don'tly distorted—by the coal strike, which has itself reduced output, and by something unexplained in the statistics themselves. The output series, which a few years ago was regarded as highly reliable (and in 1979 was actually showing faster growth than the income and expenditure data) has been lagging further and further behind. There is now a gap of more than four per cent between the highest and lowest measures, and on recent experience output will be revised upwards.

This is not simply a hopeful bit of averaging between three more or less inaccurate series; it is also the message of the employment figures (total employment is rising, not falling) and, perhaps most significant, of the GBI industrial surveys. These who run nearly a thousand of our most important businesses have a fairly reliable idea of what is going on.

**Exchange rate**

All this suggests that labour disputes permitting, the consensus forecasts of continued growth of a little under three per cent annually can still stand—especially if when the disputes are over British interest rates can fall more rapidly. A lower exchange rate, partly resulting from the disputes, could also help. The central difficulty remains, though: not even this "optimistic" picture suggests any substantial fall in unemployment. Unemployment wastes resources, raises public expenditure and, as we now see, can inspire ugly militancy. But this is where we came in.

**Chinese walls in the City**

Several months ago. This action was taken without warning and with absolutely no regard for the interests of traders or government manufacturers in the UK. This is by no means the first time that such arbitrary and ill-considered action has been taken by the British government.

**Time to set textiles free**

Sir—The editorial "Time to set textiles free" (August 15) deals with American attitudes to Third World imports. I am much more concerned with the attitude of the British Government in this regard. It seems to me that the Department of Trade has the worst possible record of any members of the EC in rushing to the slightest provocation to the Commission of the European Communities for approval in not applying Community treatment to whichever textile fabric it feels might be conveniently disallowed entry into the UK.

**Letters to the Editor**

**Truly useful invention**

Sir—Amongst the ten most useful inventions of all time listed (August 16) by Peter...

**Too great an engineering input into water planning**

Sir—The main reason was that Severn-Trent Water Authority refused to evaluate it in economic terms, but concentrated at the public inquiries on a narrow financial view. If it had been prepared to use the surplus from Rutland Water it would have had to build a pipeline and would also have been asked for a contribution to the cost of servicing Anglian Water Authority's Rutland Water which is a purely financial item, representing not a consumption of resources but a transfer of money between one authority and another. The amount of this payment was not only in principle negotiable but realistically could be negotiated within a range of about 7p per 1,000 gallons at any point of which both authorities would be better off as a result of the transaction than if the alternative of building Carsington...

**"AMERICA** is presented with the clearest political choice of half a century." So President Ronald Reagan laid down what sounded like a defiantly ideological battle-line in accepting his party's nomination to run for a second term in the White House, amid a patriotic orgy of red, white and blue razzamatazz in Dallas this week. It is not, needless to say, that simple.

What the Republicans have done at their national party convention here is to take a gamble on their conviction that their relaxed style of cowboy-batted optimism and patriotism now reflects the sentiments of a majority of the American people.

Their conviction is totally genuine. The predominantly conservative Republicans who poured into Dallas's slick skyscrapers and spent a small fortune in its Western Wear stores this week firmly believe that the rest of the country has finally caught up with them. They believe that anyone who calls himself or herself American cannot now fail to see the blinding light.

They believe that they are well on the way to turning the Democrats from the country's majority political movement into something resembling a fragmented British Labour Party. And this year, unlike in 1980 when Mr Reagan first won the White House, they make no bones about saying so.

In the last few days, Dallas itself has become the symbol of that spirit. And it is no coincidence that the city was chosen to express it in the first place. Indeed, the "candy-boomin' sky-s-the-limit optimism of 'Big D' and the Republicans own self-confidence have fed on each other this week. It has been a mutual love-in.

This is not the Dallas of the TV serial or the city perceived by others as still trying to shake off the guilt of the Kennedy assassination more than 20 years ago—however much that unwanted and probably unfair skeleton still lingers in the cupboard.

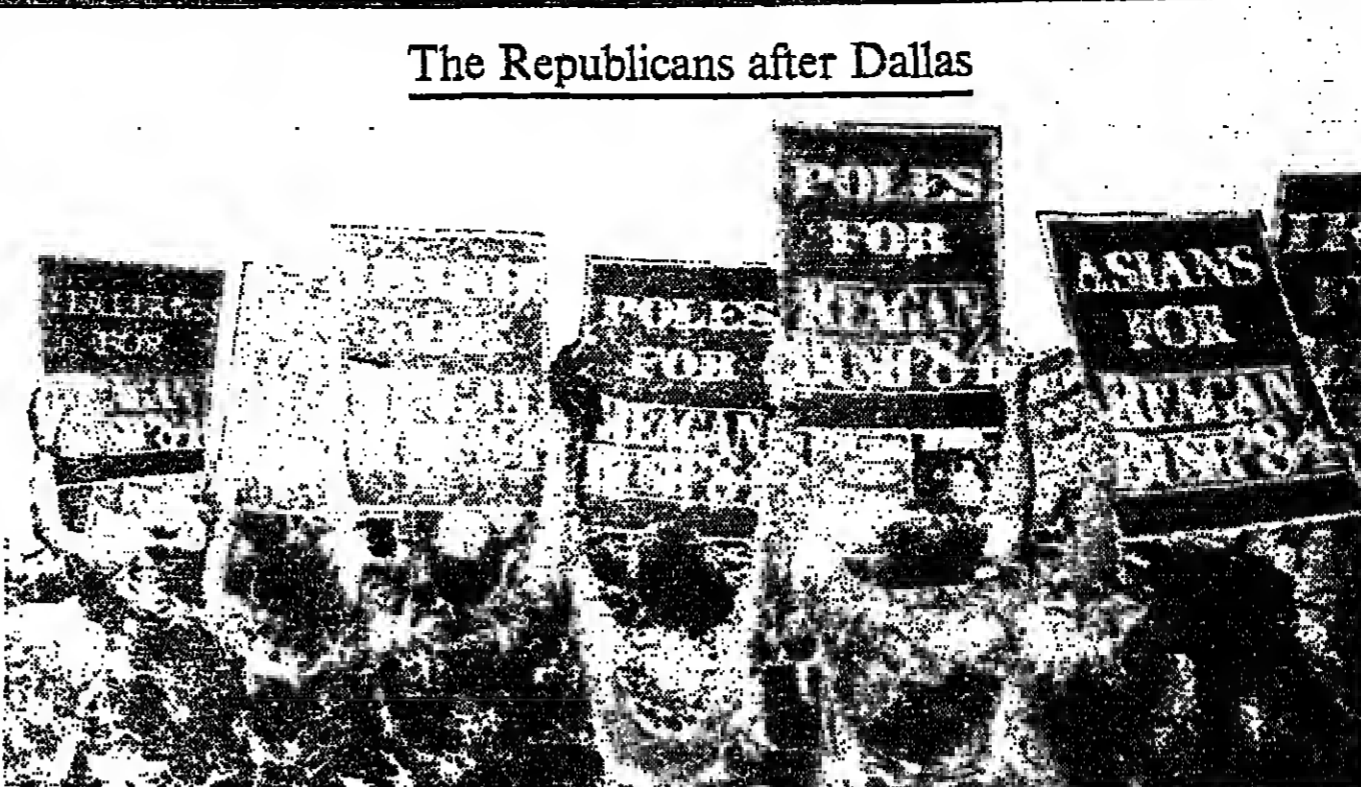
For the Republicans, it is the future and it works. Dallas has virtually no blue collar industry, other than the construction business, or trade unions and only minimal unemployment. Founded in the wide-open Texas plains (by mistake, it is said), it has survived and prospered through hustling entrepreneurship and unabashed wheeler-dealing.

With its financial and trading services, its fashion houses and its communications, it is for the Republicans a model of the post-industrial society. It was this week not too inaccurately described as a Republican "theme park"—an achievable realistic Disneyland. If you join the Republicans, the message is, you can all enjoy the boom.

That is easier said than done. At the depths of the recession four years ago, some Texas cities resorted to advertising in Northern newspapers to warn potential migrants that there were no more jobs available. This week's Republican delegates were overwhelmingly white and imbued with a much more traditional kind of male chauvinism than could have been allowed to rear its head at the Democrats' convention in San Francisco just over a month ago.

Over 40 per cent of the Republican delegates were women, but there was no sense, as there was in San Francisco, that the white male risked becoming an endangered species.

The average Republican delegate, according to one estimate,



The "patriotic orgy of red, white and blue razzamatazz" in Dallas this week

# Reagan gambles on his brand of conservatism

By Reginald Dale, U.S. Editor, in Dallas

While he has recently made gestures in their direction, Mr Reagan is essentially protected by the unlikelyhood that they would ever vote Democrat.

That Mr Reagan is in many respects a pragmatist is now in little doubt. He has a sense, as one political expert put it here this week, of "what is plausible and implausible." He knows that he cannot concede the centre if he is to win again in November. His White House aides were keenly embarrassed this week by the nostalgic extremism of Senator Barry Goldwater of Arizona, despite their respect for his claim to having laid the foundations of the new conservatism that finally led to Mr Reagan's landslide victory last time round.

Last month, Mr Reagan claimed that the Democrats had moved so far left that they had "left America." The Democrats have predictably responded that this is because he is looking at the country from so far to the right. The final verdict will have to await November 6, when the country is actually allowed to have its own say.

One clue, however, is that Mr Mondale has, in fact, himself moved noticeably to the right in recent weeks. He no longer has constantly to re-establish his credentials with traditional supporters, such as the trade unions, as he did when he was still fighting his difficult battle for the party's official nomination.

Some of Mr Mondale's remarks nowadays could almost be inadvertently attributed to, say, Vice-President George Bush. Mr Bush, once known as a moderate, has himself shifted rightwards, both to line himself up behind Mr Reagan and to prepare his own bid for the succession in 1988. Mr Mondale's themes are family values

and the need for a strong "sensible" defence. His plain-speaking vice-presidential running-mate, Ms Geraldine Ferraro, sounds like Mr Reagan when it comes to law and order.

But Mr Mondale and Ms Ferraro clearly have to come out of their corner in the North-East, fighting more effectively of capturing this middle ground. Their campaign has been badly thrown off course—at the expense of precious time—as a result of Ms Ferraro's public inquisition over her campaign finances and tax returns.

Ironically, she has probably come out of it better than Mr Mondale, whose integrity has never been in question. Her determined fight back has been appreciated by a general public that does not really, in any case, believe in the accuracy of tax returns and probably does not want to be subjected to many more excruciating details unless major new revelations are still to come.

A new feeling is surfacing that Mr Mondale should have done more to help her—having, after all, chosen her in the first place—rather than leave her dangling as he has seemed to do in the past two weeks. For a man who once had the reputation of running an organizational juggernaut, he is now increasingly subjected to the criticism that his whole campaign is in disarray.

The Republicans are now waking up to the realization that the best way to counter the unknown "Ferraro factor" is to attack not her but her boss, or "Mr Carter Mondale," as they prefer to call him, in a deliberate reference to his own previous and now widely discredited White House superior.

The personalities of the contenders, it is widely accepted in the U.S., are more likely to win or lose presidential elections

than their policies—that and the public's perception of its own prosperity. On both these, Mr Reagan has the edge. If he wins in November, it cannot be assumed that he has done so for "ideological" reasons.

The opinion polls continue to show that his popularity, as judged by the number of people who say "I like him as a person," runs well ahead of any recent president. On performance ratings, Mr Reagan runs consistently above 50 per cent, while Mr Mondale runs well below.

These polls, however, do not necessarily provide a complete picture at this stage. Those surveys that have shown Mr Reagan furthest ahead—by as much as 20 per cent—are also the ones that contain the biggest percentage of "don't know's."

As the election draws closer, the pollsters believe, a larger percentage of doubting Democ-

rats will finally drop into the Mondale column. That, in itself, however, is an indication of another of Mr Reagan's current strengths. Those who support him seem much more firm in their convictions than the often-reliant Democrats, who feel obliged to support Mr Mondale.

For all these reasons, the odds must be on Mr Reagan. Despite the fact that a 473, he is already the eldest president in U.S. history, he manages to convey a cheerful, comforting confidence in the future that has reinforced the sharpness of his attacks on Mr Mondale as a figure of the past.

If American voters seem increasingly conservative, it may be less because they have

changed than because Mr Reagan seems to express a sort of instinctive Americanism, in the same way that President Charles de Gaulle encapsulated some fundamental aspects of Frenchness.

Of course, the country is changing, too. The success of the Democrats is exemplified by Dallas—and the relative decline of the North and industrial Midwest—have narrowed the Democrats' base and put them on the defensive. Trade unionism in the U.S., never as strong as in Western Europe, is now in a period of historic decline—at least in its traditional form. Such factors are behind the Republicans' tactic of branding the Democrats, as Mr Reagan did this week, as the party of high taxes, special interests, featherbedding government, and "drunken sailor" spending.

In addition, the conservatives claim that 70 per cent or more of the electorate supports their positions on social issues like abortion and school prayer. In 1980, however, many pro-Reagan votes were really anti-Carter ones. If Mr Reagan wins this time, as the incumbent campaigning on his record, he will almost certainly be able to claim a higher percentage of positive pro-Reaganites.

But it has escaped few people's attention this week that this is the last time that Mr Reagan will be running a public office—U.S. presidents being constitutionally limited to two four-year terms. Republican hopefuls, just like their Democratic rivals, are already jockeying hard for position in the 1988 race.

Secretly, the Democratic hopefuls would probably in their heart of hearts prefer Mr Mondale to lose this time on the grounds that it will be easier to recapture the White House after two successive terms of Reaganism and Republicanism. In any case, Mr Reagan's presidential gains are unlikely to be matched by equivalent Republican successes in the Congressional elections held at the same time. The Democrats are still hoping to increase their current majority in the House and believe they have a long shot at the Republican controlled Senate.

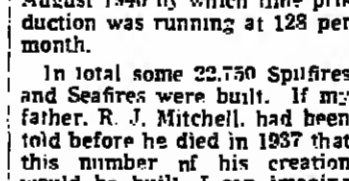
By 1988 the time may have come for the "normalization" of Democratic leadership unsuccessfully offered this year by Senator Gary Hart of Colorado. Many of the people who supported Mr Hart would not have been totally out of place at the Republican convention. They are often conservative in terms of free market economic policy, while liberal on the social issues.

The Democrats remain the majority party, in terms of registered voters, and the full voting power of blacks, who overwhelmingly reject Mr Reagan, has yet to be mobilised. There will be more Gary Harts in the next four years reaching into the ranks of "independents" and "Republicans in the same way that Mr Reagan successfully raided Democratic ranks in 1980.

The clash between Republicans and Democrats is more a battle between widespread but shifting coalitions than it is a purely ideological division. If the country seems more clearly polarised at the moment, it is partly because people tend to feel strongly pro or anti-Reagan.

The Democrats have not yet found the right formula for overturning Mr Reagan. But they are not yet condemned to be a permanent minority. This year, they now have little more than two months to stage a comeback—another reason why so many of them are looking instead to 1988.

## The Republicans after Dallas



The "patriotic orgy of red, white and blue razzamatazz" in Dallas this week

## Reagan gambles on his brand of conservatism

By Reginald Dale, U.S. Editor, in Dallas

While he has recently made gestures in their direction, Mr Reagan is essentially protected by the unlikelyhood that they would ever vote Democrat.

That Mr Reagan is in many respects a pragmatist is now in little doubt. He has a sense, as one political expert put it here this week, of "what is plausible and implausible." He knows that he cannot concede the centre if he is to win again in November. His White House aides were keenly embarrassed this week by the nostalgic extremism of Senator Barry Goldwater of Arizona, despite their respect for his claim to having laid the foundations of the new conservatism that finally led to Mr Reagan's landslide victory last time round.

Last month, Mr Reagan claimed that the Democrats had moved so far left that they had "left America." The Democrats have predictably responded that this is because he is looking at the country from so far to the right. The final verdict will have to await November 6, when the country is actually allowed to have its own say.

One clue, however, is that Mr Mondale has, in fact, himself moved noticeably to the right in recent weeks. He no longer has constantly to re-establish his credentials with traditional supporters, such as the trade unions, as he did when he was still fighting his difficult battle for the party's official nomination.

Some of Mr Mondale's remarks nowadays could almost be inadvertently attributed to, say, Vice-President George Bush. Mr Bush, once known as a moderate, has himself shifted rightwards, both to line himself up behind Mr Reagan and to prepare his own bid for the succession in 1988. Mr Mondale's themes are family values

## Daejan Holdings PLC

SILVER 1959-1984 JUBILEE

The Chairman, Mr B S E Freshwater, reports:

- In the Company's Silver Jubilee year, our results are substantially better than ever previously achieved.
- Rental income is now sufficient to absorb all financing and other costs.
- The current programme of controlled expansion by reinvestment into good quality commercial property, will provide continued income and capital growth.
- The total portfolio is now valued at more than £125 million, compared with £4 million in 1959.
- Our portfolio is sufficiently diverse to enable me to retain a quiet confidence for the future.

|                      |            |           |
|----------------------|------------|-----------|
|                      | 1984       | 1983      |
| Profit before Tax    | 12,827,000 | 6,930,000 |
| Net Profit           | 7,304,000  | 4,294,000 |
| Earnings per Share   | 45.32p     | 26.48p    |
| Dividends per Share  | 12.50p     | 5.75p     |
| Net Assets per Share | 413p       | 373p      |

Copies of the Report and Accounts are available from The Secretary, 162 Gresham Street, London EC2A 3EF.

BINGO did not feature in George Orwell's vision of a newspaper in Nineteen Eighty-Four...

Orwell merely foresaw a Ministry of Truth with one department given over to the production of rubbishy newspapers...

London's Fleet Street, centre of the UK national newspaper industry, boasts half a dozen...

Mr Maxwell's aim is to push Daily Mirror sales from an average of 3.86m in the first half...



Mc Maxwell: "My game and I can change the rules"

Fleet Street

Battle of the bingo barons

By Sue Cameron

Both Mr Maxwell and Mr Murdoch are outsiders, shunned by the British Establishment. Both are foreigners...

Mr Maxwell has a long way to go to catch up on the Sun in terms of profits. In 1983-84 £5.7m while The Sun contributed £20m to News International's profit.

But despite its profitability and its leading place in the market, The Sun has its problems. News International reckons it could cut its air freight costs by some £2m a year if it could print at its new £5m works in Glasgow...

Lord Rothemann heads Associated Newspapers which runs the Daily Mail and the Daily Mirror, a new and fast growing paper. He lives in Paris.

IF, AFTER playing all the games on offer, you have failed to win a single prize this week, it may be time to develop a more rational strategy...

But he is well aware that "game" and "rule" allow great scope. Mr Maxwell's problem is that Win Dares Wins involves matching eight pairs of numbers...

at MGN. "I made it clear on my first day here that if anybody was to compete with me...

"We were losing £2m a year because of lateness," Mr Maxwell says. But now we've cancelled out almost all of that. One way in which Fleet Street could streamline its efficiency...

Maxwell when and if the latter starts a new evening paper. He says: "Murdoch always has a direct line to his editors. And an editor can get a call from him at any time in the 24-hour clock from any one of the three continents his empire covers."

The Sun would announce its first £1m winner at the weekend. Yesterday morning, he said that there was "a very high probability" of a winner on Sunday.

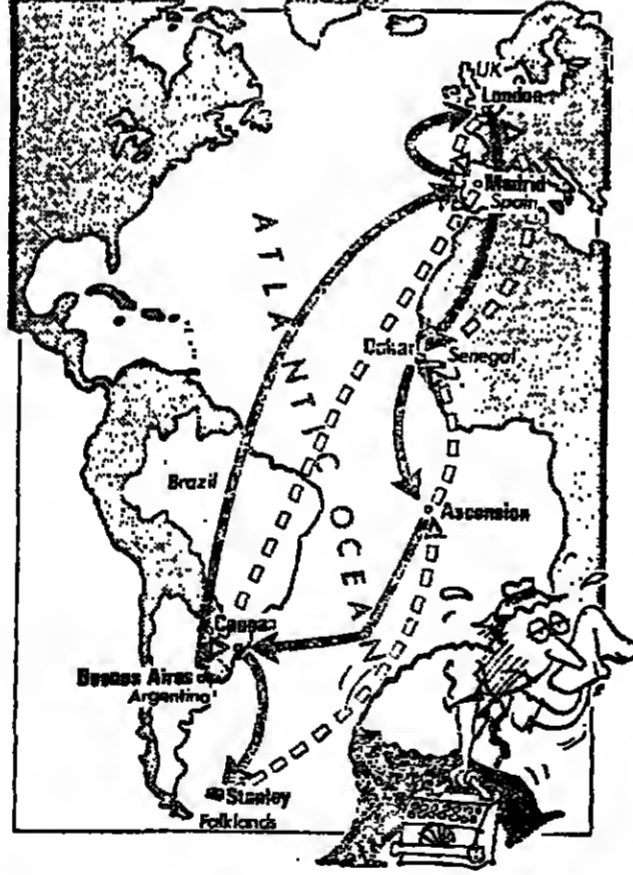
But if the celebrations are not already an anachronism, they certainly will be when the 50th anniversary comes round. At the political level, Franco-German scars are long since healed.

Weekend Brief

How our man in B.A. went to the Falklands

HAVE YOU ever thought of going from London to Edinburgh via Calcutta, or flying to Kuala Lumpur before getting to Paris? Quite an adventure, you would probably think...

The danger of facing forwards. It was a comfortable flight washed down with gallons of orange juice and laced with the first of many horror stories about the islands.



planes are not more than about 80 ft apart. When there's turbulence it can get a bit terrifying. Our operation went wrong from the start. First, one tanker turned back to Ascension earlier than scheduled because of an engine overheat...

Bon appetit in High Wycombe

MYCO-PROTEIN has come a long way since I first tried it in 1970, when Jagged chunks of "beef" in a curry collapsed to mush in the mouth...

TCL, a world leader in working with bio-reactors, has joined RHM in exploiting the new food—the company is called New Era Foods.

BUILDING SOCIETY RATES

Table listing various building societies and their rates. Columns include Society Name, Share Price, and Rate details.

Contributors: Jimmy Burns, David Fishlock

# UK COMPANY NEWS

## Astra rights issue follows £4.2m deficit

BY STEFAN WAGSTYL

Astra Industrial, the struggling West Midlands group with interests in engineering, property and snooker clubs, yesterday announced heavy losses, a £4.2m two-for-five rights issue and the wholesale restructuring of its affairs.

Mr Peter Dellar, chairman since March, has secured the support of the group's bankers at the Midland Bank for the package which involves cutting back the business by closures and the sale of a major subsidiary. Until recently, Astra was operating in breach of its bank borrowing agreements.

The shares which had been suspended on the Stock Exchange since Monday, resumed trading after the announcement and fell 2½p to close at 9½p.

## Collaboration hitch in ICL take-over

By Alexander Nicoll

Standard Telephones and Cables (STC) can call off its promised takeover of ICL if completion of the deal would result in termination of the computer group's collaboration agreement with other companies, according to the formal offer document published yesterday.

Mr Michael Edwards, ICL chairman, said in a letter accompanying the offer that ICL and STC are working to secure the continuation of ICL's collaboration agreements, some of which include provisions for termination in the event of a takeover.

ICL has an agreement with富士通 of Japan, seen as crucial to its continued development of large "mainframe" computers, of which it is Britain's only manufacturer.

Fujitsu was not specifically named in yesterday's document, but STC has already had an exchange with the Japanese company.

Mr Edwards said the terms of the offer entitle STC to waive the condition and proceed with its offer if it so wishes.

It also confirmed that he will step down when the takeover was through, and that Mr Robert Whitton will become ICL chairman and a member of the STC board. Mr Peter Bonfield will become ICL's managing director, the post now held by Mr Whitton.

The offer document said STC's one-for-three share offer will provide an increase of 80 per cent in nominal value and 127 per cent in income. The 50p cash alternative will give a 50 per cent increase, STC said.

STC shares yesterday fell to 47½p and ICL's were unchanged at 80p.

## Press Tools

Lower pre-tax profits of £135,000 against £185,000 have been shown by Press Tools for the year in the end of April 1984. Turnover was little changed at £240m against £238m.

The net final dividend has been raised from 2½p to 3½p, which raises the total to 20½p. Earnings per 10p share are shown as rising from 4.81p to 5p.

The directors say that the main activities of the group continue to be the manufacture of press tools, jigs, fixtures and automatic turned parts, with the addition of the manufacture and fitting of control accessories on the acquisition of Cam-Lar Accessories on March 26.

The directors consider that the market value of group properties and plant exceed the book value, but are unable to quantify this excess.

Tax amounted to £28,000, 1984, after which there were extraordinary credits this time of £90,000 which was a surplus on disposal of listed government securities.

## DIVIDENDS ANNOUNCED

| Company | Current payment | Date | Corporation | Total | Total 1984 |
|---------|-----------------|------|-------------|-------|------------|
|---------|-----------------|------|-------------|-------|------------|

Dividends shown pence per share unless otherwise stated. \* Provisional after allowing for scrip issue. † On capital increased by rights and/or acquisition issues. ‡ US\$M stock. † Quoted stock.

loss of nearly £4.2m (1991,000 profit) for the year to end of April. Pre-tax losses were £1.4m (1,210,000 profit), on sales of £57.7m (£55m). Extraordinary income amounted for another £2.6m, including £1.2m written off fixed assets and stocks, a £900,000 write-down of investment properties, and £688,000 for anticipated losses on the planned disposal of businesses.

Astra is selling, for about £482,000, its scrap repressing division, Parkfield Iron and Steel, to the J. Saville Gordon Group, and had closed other loss-making businesses with a view to selling off the assets for a total of £250,000.

Meanwhile, the company is to pay out £80,000 to buy from the receiver Kennedy Laundry Machinery, which makes towel

laundry machines. Mr Dellar is familiar with the industry: he was, until January, a director of the Spring Grove laundry group and has since become chairman of Charles Baynes, a Blackburn-based hackaw blade maker, which has itself bought three cleaning companies since his arrival.

The rights issue will be used to cut Astra's borrowings, the terms of which have been renegotiated with a cut in the total facility from £3.4m to £2m. For this reason, says the board, it is "imperative" to go ahead with the rights issue, the second to three years.

Mr Dellar agreed that the difficulties at Astra had been greater than expected. "We know there were problems, but the write-offs have been larger than anticipated and the cash position was more critical," Astra was, until 1983, an

engineering company which then decided, under the direction of its former chairman, Mr Dennis Dukes, to diversify into industrial property management and leisure. About £2m was raised in a 1981 rights issue.

The expansion of the group's two social clubs is now being curtailed and an application for a casino licence has been withdrawn. The group also sees little prospect of growth from its existing property portfolio. But a bright future is foreseen for the remaining engineering activities in the Crestall subsidiary.

Mr Dellar has not made any profit forecast, but comments that in the first three months of the current year, Astra has been trading in profit.

## Mersey Docks trade shows further decline

THE DECLINE in trade export-import in the second half of 1983 continued into 1984, say the directors of the Mersey Docks and Harbour Company. Unlike 1983, there has not been any windfall traffic in the first half of the year.

There has also been a change in the pattern of general bulk cargo with a reduction in exports and a larger volume of inward cargo at lower income levels.

In the six months to July 1, 1984, there was a trading profit of £1.2m, but this was considerably lower than the £4.6m reported in the corresponding period last year. This was achieved despite a fall of more than 20m in turnover from £20.35m to £17.1m.

Severance costs were greatly reduced from £4.1m to £1.6m, and repayable Government grants were in line with these figures, whereas in 1983 they were £460,000 to £200,000. There was an extraordinary credit of

£45,000 against £15,000, being the surplus on an ornery disposal. Earnings per 10p share were shown as 3.94p (117.96p) before extraordinary items.

The directors say financial results for the second half will be adversely affected by the two-week national dock strike and the insufficient number of applicants under the special voluntary severance offer which has now closed.

It is still necessary for the company to secure further cost savings by reductions in both Registered Dock Worker (RDW) and non-RDW employees, and further to improve the levels of productivity and service in order to win and retain additional trade.

The necessary legislation to enable the Liverpool Freeport to be established was passed on August 6, and the Freeport will open on October 1. The company is optimistic that the Freeport will establish a significant and valuable facility for the port and the company.

carries by reductions in both Registered Dock Worker (RDW) and non-RDW employees, and further to improve the levels of productivity and service in order to win and retain additional trade.

The necessary legislation to enable the Liverpool Freeport to be established was passed on August 6, and the Freeport will open on October 1. The company is optimistic that the Freeport will establish a significant and valuable facility for the port and the company.

It is still necessary for the company to secure further cost savings by reductions in both Registered Dock Worker (RDW) and non-RDW employees, and further to improve the levels of productivity and service in order to win and retain additional trade.

The necessary legislation to enable the Liverpool Freeport to be established was passed on August 6, and the Freeport will open on October 1. The company is optimistic that the Freeport will establish a significant and valuable facility for the port and the company.

## Tunstall wins Munford battle

Munford & White, a security alarm manufacturer, has reached agreement at half price by Tunstall Telecom, a communications equipment maker. Both companies are quoted on the Unlisted Securities Market.

The agreement ends a brief battle for Munford, which first agreed a £4.1m bid from Lep Group and then received a rival £4.4m bid from Tunstall, with

which it had been in talks for some time. Tunstall yesterday won irrevocable acceptances representing 25 per cent of Munford, together with a statement of intention to accept from Border and Southern Shareholders Trust, which holds 9.5 per cent.

Terms of the new offer are £1.4m for the five Tunstall shares, with a cash alternative of 170p for each Munford share.

The previous Tunstall offer was six shares for 40p share. At yesterday's clearing price for Tunstall of 365p, up 3p, the share offer values Munford shares at 185p each. Munford gained 17p to 170p.

Tunstall forecasts pre-tax profits of £5m in the year ending September 30, compared with £1.4m in the previous year. Hambros Bank is advising Tunstall.

## Carless chief in technical Panel breach

By Ray Maughan

The previous statement by Mr John Leonard, chairman of Carless Capel and Leonard, that the group will not revise its £100m bid for Premier Consolidated Oilfields has been deemed a technical breach of Rule 42 of the Take-over Code and should therefore be ignored.

The rule is quite specific in stating that "an offer may not, until after the first closing date of its offer, announce that it will not revise the offer."

However, Schroder Wagg, the merchant bank advising Premier, has asked the Takeover Panel to waive Rule 42 in this instance to enable Mr Leonard to say precisely whether or not he would be prepared to amend the terms of the bid.

One of the small ironies of this position is that Mr Nicolas Jones, handling Premier's affairs for Schroder, is spending the long weekend with Mr Marcus Agius, a director of Lazard Bros and Carless Capel Leonard.

## Sunrie Clothes

Mr K. R. Humphris, an unknown private investor, has emerged as the purchaser of a holding in Sunrie Clothes, long between 10 and 12 per cent ahead of the corresponding period last year, Mr A. D. Sim, chairman, told the annual meeting.

As indicated in his report, the upheaval in progress, and the exceptional increase in the price of wool and certain derivative products were both hurting the company's profitability. He indicated that the upheaval would soon pass.

He was hopeful the current year would not be materially different from last year. He said Health Canton Foods continued to grow even ahead of expectations. Following last year's successful result, sales were running more than 35 per cent

McLaughlin & Harvey Courtlands Pension Common Investment Fund now holds 800,000 ordinary shares in the £1m fund, representing an interest of 15.5 per cent in the equity. The shares are held in the name of a nominee company, Courtlands CIFF Nominees.

## Wagon Finance ahead to £1.4m

A SUBSTANTIAL improvement in pre-tax profits from £457,000 (£1,66m) at the end of 1983 to £800,000 (£3.5m) in the first half of 1984. The previous second half pre-tax losses came to £65,000.

Turnover of this paper maker, based in Bury, Lancashire, increased from £5.2m to £5.8m.

The directors say that there will be a return to profitability in the second half provided market demand enables more realistic price levels to be maintained.

Competition from unquoted papers, however, has increased markedly during the first half.

The period under review was affected by a substantial increase in the cost of woolly pulp which was then overvalued by the sharp fall in the value of the pound against the dollar.

month there has still been a sizeable increase in money costs over the half year end. At the end of last June all properties were revalued and sold to the main trading subsidiary Finance Wagon which now holds all the group trading assets. This revaluation disclosed a surplus of about £700,000 which has been added to reserves.

Pre-tax profits were struck after bank loans and overdrafts interest of £5.5m (£5.5m) and deposits loan interest of £298,000 (£272,000). Tax amounted to £820,000 (£872,000).

Mr Humphris says that he expects to benefit considerably over the next three years from the reduction in corporation tax.

Turnover of this group which is engaged in industrial credit finance moved up from £10.85m to £11.3m.

The interim dividend has been lifted from 0.625p to 0.75p, which the directors say is partly to reduce disparity. In the last full year a final of 1.87p was also paid. Half year earnings per 20p share were shown as 3.12p (10.72p operations).

Mr Humphris goes on to say that despite an easing this

## Olives Paper

The interim dividend has been passed at Olives Paper Mill following pre-tax losses of £88,000, against profits of £100,000, for the first half of 1984. In the previous second half pre-tax losses came to £65,000.

Turnover of this paper maker, based in Bury, Lancashire, increased from £5.2m to £5.8m.

The directors say that there will be a return to profitability in the second half provided market demand enables more realistic price levels to be maintained.

Competition from unquoted papers, however, has increased markedly during the first half.

The period under review was affected by a substantial increase in the cost of woolly pulp which was then overvalued by the sharp fall in the value of the pound against the dollar.

## Nova Jersey optimistic but cuts dividend 63%

Nova (Jersey) Knit's diversification away from traditional double jersey knit fabric activities into other textile activities is proving successful and will "greatly contribute" to future growth, say the directors.

They stress that in order to compete against cheap imported fabrics the decision to move into other textile activities has become "increasingly important".

Shareholders, however, see a further cut in the dividend. The final is down from 15p to 5½p leaving the total 23p lower at 1.50p in 1984, a cut from 1.50p to 4p in 1982/83.

For the year to March 31, 1984, Nova achieved a small increase in

## Mersey Docks trade shows further decline

THE DECLINE in trade export-import in the second half of 1983 continued into 1984, say the directors of the Mersey Docks and Harbour Company. Unlike 1983, there has not been any windfall traffic in the first half of the year.

There has also been a change in the pattern of general bulk cargo with a reduction in exports and a larger volume of inward cargo at lower income levels.

In the six months to July 1, 1984, there was a trading profit of £1.2m, but this was considerably lower than the £4.6m reported in the corresponding period last year. This was achieved despite a fall of more than 20m in turnover from £20.35m to £17.1m.

Severance costs were greatly reduced from £4.1m to £1.6m, and repayable Government grants were in line with these figures, whereas in 1983 they were £460,000 to £200,000. There was an extraordinary credit of

£45,000 against £15,000, being the surplus on an ornery disposal. Earnings per 10p share were shown as 3.94p (117.96p) before extraordinary items.

The directors say financial results for the second half will be adversely affected by the two-week national dock strike and the insufficient number of applicants under the special voluntary severance offer which has now closed.

It is still necessary for the company to secure further cost savings by reductions in both Registered Dock Worker (RDW) and non-RDW employees, and further to improve the levels of productivity and service in order to win and retain additional trade.

The necessary legislation to enable the Liverpool Freeport to be established was passed on August 6, and the Freeport will open on October 1. The company is optimistic that the Freeport will establish a significant and valuable facility for the port and the company.

It is still necessary for the company to secure further cost savings by reductions in both Registered Dock Worker (RDW) and non-RDW employees, and further to improve the levels of productivity and service in order to win and retain additional trade.

The necessary legislation to enable the Liverpool Freeport to be established was passed on August 6, and the Freeport will open on October 1. The company is optimistic that the Freeport will establish a significant and valuable facility for the port and the company.

It is still necessary for the company to secure further cost savings by reductions in both Registered Dock Worker (RDW) and non-RDW employees, and further to improve the levels of productivity and service in order to win and retain additional trade.

The necessary legislation to enable the Liverpool Freeport to be established was passed on August 6, and the Freeport will open on October 1. The company is optimistic that the Freeport will establish a significant and valuable facility for the port and the company.

It is still necessary for the company to secure further cost savings by reductions in both Registered Dock Worker (RDW) and non-RDW employees, and further to improve the levels of productivity and service in order to win and retain additional trade.

The necessary legislation to enable the Liverpool Freeport to be established was passed on August 6, and the Freeport will open on October 1. The company is optimistic that the Freeport will establish a significant and valuable facility for the port and the company.

It is still necessary for the company to secure further cost savings by reductions in both Registered Dock Worker (RDW) and non-RDW employees, and further to improve the levels of productivity and service in order to win and retain additional trade.

The necessary legislation to enable the Liverpool Freeport to be established was passed on August 6, and the Freeport will open on October 1. The company is optimistic that the Freeport will establish a significant and valuable facility for the port and the company.

It is still necessary for the company to secure further cost savings by reductions in both Registered Dock Worker (RDW) and non-RDW employees, and further to improve the levels of productivity and service in order to win and retain additional trade.

The necessary legislation to enable the Liverpool Freeport to be established was passed on August 6, and the Freeport will open on October 1. The company is optimistic that the Freeport will establish a significant and valuable facility for the port and the company.

It is still necessary for the company to secure further cost savings by reductions in both Registered Dock Worker (RDW) and non-RDW employees, and further to improve the levels of productivity and service in order to win and retain additional trade.

The necessary legislation to enable the Liverpool Freeport to be established was passed on August 6, and the Freeport will open on October 1. The company is optimistic that the Freeport will establish a significant and valuable facility for the port and the company.

It is still necessary for the company to secure further cost savings by reductions in both Registered Dock Worker (RDW) and non-RDW employees, and further to improve the levels of productivity and service in order to win and retain additional trade.

## BAT gets green light for German store deal

THE WEST GERMAN cartel office has cleared the way for BAT Industries, the tobacco, beer, brewery and leisure concern, to take a majority stake in Horten, the fourth largest German retail store group.

The Berlin-based cartel office said yesterday it would not oppose BAT's plans to raise its 49 per cent stake in Horten to 51 per cent via its BATIG holding in Hamburg.

BATIG acquired a 25.6 per cent holding in Horten in 1971, raised this to 34 per cent in 1979, and then announced earlier this month it had boosted its stake to 49 per cent for the equivalent of £37m.

The BAT holding company made clear it had another 2 per

## Maybox seeks £2m to draw investors into theatre-land

BY WILLIAM DAWKINS

A GROUP headed by a former financial publisher and a theatrical producer is offering the opportunity to invest in London's theatre-land.

Maybox Group, formed to acquire the theatre interests of Associated Newspapers, publishers of the Daily Mail and the Mail on Sunday, is asking investors for £2.2m to finance its plans.

Associated Newspapers has agreed to sell Maybox its four West End theatres, the Albery, Criterion, Piccadilly and Wyndham, for £2.05m. They constitute the second largest theatre group in London.

The purchase price also includes the Donmar Warehouse, a 240-seat auditorium in Covent Garden, which now operates as a fringe theatre and a theatrical equipment sale and hire business.

Maybox's joint chief executives are Mr Stephen Waley Cohen, a founder director of Eurocom Publications, a 98 per cent owned subsidiary of Associated Newspapers, and Mr Bill Freedman, a leading theatrical producer, whose credits include Hadrian VII and Trafford Tansil.

Stockbrokers Greig, Middleton are arranging an offer for subscription of 1.65m ordinary 10p shares at 11 each and £600,000 10 per cent unsecured loan stock redeemable in 1991, at par. That represents 74 per cent of the equity, the balance of which is held by the two chief executives who have invested £75,000 each in Maybox.

The subscription lists are open and will close, no later than September 23. Investors must put up a minimum of £2,500 for a unit consisting of 1,650 shares and £600 loan stock.

The directors aim to bring occupancy levels at the Maybox theatres, now running at 51 per cent, closer to the West End average of 62 per cent. Seat prices are to be lifted from their current average of £5.70 to the West End norm of £7.10.

They argue that they can make the theatres profitable by not being directly involved as theatrical producers and by using the buildings for films, concerts, fashion shows and other promotional events outside live theatrical hours, which currently number only 24 hours per week.

Under Associated Newspapers, as Maybox Limited, the theatres made a pre-tax loss of £20,000 in the year to last September, against losses of £142,000 in the preceding 12 months.

The new owners plan to extend the bar, catering and parking services, and provide lunch-time wine-bars in the theatres for people working in or visiting the West End. They also aim to start a cabaret revue at the Piccadilly on Friday and Saturday nights.

There is no formal profit forecast, and Maybox is unlikely to pay a dividend for two years. Maybox believes that it will lose £241,000 this year, and could make a £366,000 profit in the 12 months to September 1986.

Mr Marcus Kimball, an external member of the Lord's Council, is to be chairman, and Ian Albery, who has been managing director of the Maybox operating group since 1978, will keep his present post.

The shares will not be quoted on the Stock Exchange, but future dealings will be arranged on a matched bargain basis by the company.

## Boesky's shareholding in Cambrian now over 29%

MR IVAN BOESKY, the American arbitrator, has increased his holding in Cambrian, a subsidiary of Lazard Freres, from 27 to 29 per cent.

Boesky's stake in Cambrian is a unique vehicle in the UK, carrying out part of Mr Boesky's substantial investment in stocks and risk arbitrage. By channelling investments through Cambrian, Mr Boesky avoids paying capital gains tax because of its investment trust status.

Cambrian has a complex capital structure which makes it difficult to value. Mr Boesky's shareholding of most of the capital shares enables him to liquidate the trust after September 1987. But he may seek liquidation before then if U.S. special situation shares exceed 40 per cent by vote or value, thus possibly making it subject to U.S. law.

Mr Boesky has been steadily buying ordinary shares this year, though Seemala Corporation, a subsidiary of Lazard Freres, had sold some of its shares in December 1983, he controlled 5 per cent of the ordinary shares and 73 per cent of the capital shares, giving him 23 per cent of the votes.

His most recent purchase of 500,000 ordinary shares, at 84p each, takes his holding of this class to 3,88m or 11.9 per cent. He holds 9,39m capital shares or 73.8 per cent. The combined holding works out at 29.7 per cent of voting capital.

Cambrian ordinary shares were unchanged yesterday at a 1984 high of 87p, compared with the most recently published net asset value of 97.99p. The capital shares—trading at a substantial premium—were up to 160p, and the net asset value of 125.38p. Total net assets at making it subject to U.S. law, Mr Boesky has been steadily

## Whampton Steam

The recovery that the directors noted at midway and which they expected to be maintained in the second half has failed to materialise at the Wolverhampton Steam Laundry.

Losses for the full year to March 31 1984 deepened from £27,592 to £59,539, after a 649m credit (1983) and a 29m debit (1982) and £32,586 (£14,500).

Turnover fell from £586,373 to £512,201.

There is again no dividend—the last was paid in 1982—and losses per share are stated as 10.53p.

At half way the company reported a turnaround from a £12,982 deficit to £1,096 profit.

Yearling bonds totalling £17.25m at 10½ per cent, redeemable on August 29 1985, have been issued this week by the following local authorities: Braintree District Council £0.5m; East Hampshire DC £0.5m; Hackney (London Borough of) £1m; Durham City of £0.5m; Gravesham Borough Council £0.5m; South Oxfordshire DC £0.25m; Wansbeck DC £0.25m; Metropolitan Police District (the receiver for the) £0.5m; Walsall Metropolitan BC £1m; Grampian Regional Council £2m; Hillingdon (London Borough of) £1m; Leeds City of £2m; Mid Sussex DC £0.5m; Northavon DC £0.25m; Tunbridge Wells DC £0.25m; Alderney City of £0.5m; £1.5m; Bedfordshire County Council £0.5m; Elmstree Port & Nelson (Borough of) £0.5m; Newcastle-under-Lyme City of £0.5m; Northampton BC £0.5m;

The company is striving to increase its marketing effectiveness, to lower its costs and to make important improvements in design and engineering so ensuring that the growth in profits over recent periods will continue. In 1983/84 turnover came to £57.5m (£58.31m) and operating profit to £2.85m (£2.87m). After tax £206,000 (£212,000) and minorities £7,000 (£10,000), the net attributable profit is £195m (£191m). Earnings are 14.89p (£8.4p) per share.

Total sales of the John Lewis Partnership topped £20.5m last week, 12.1 per cent up on the similar week last year. For the three weeks to August 18 takings were ahead by 13.4 per cent.

The department stores recorded sales of just over £10.3m last week, an increase of 11.4 per cent on the same week a year ago.

## Take-over bids and deals

Carless Capel and Leonard launched a bid worth over £100m for fellow British oil company Premier Consolidated Oilfields, but the one-for-three share exchange offer was immediately rejected as "unsolicited and obviously inadequate". The approach had the effect of rudely disturbing a previously close working partnership for both companies were part of the Daner holding group which succeeded in buying the British Gas Corporation's half share in Wyth Farm, Europe's biggest onshore oilfield. A combination of Carless Capel and Premier would be at the forefront of UK onshore exploration, but a counter-bid for Premier has not been ruled out. Rio Tinto-Zinc has been mentioned as a possible suitor.

Rushlake Hotels, a company controlled by Mr Nordin Jivraj, announced a cash bid worth £13m for London Park Hotels, formerly Rowton Hotels. The bid was triggered by Rushlake's purchase of a 23.5 per cent stake, at 340p per share, in London Park built up by another Asian hotelier, Mr Namun Virani, in conjunction with his publicly-quoted company Relvaux Brewery. Rushlake now controls 52.81 per cent of London Park and has extended the 340p per share offer to other shareholders.

Through the increasingly fashionable method of raising funds, both Dominion International, the property, natural resources and financial services group, and Kleinwort Benson Lansdale, the merchant banking group, launched bids for investment trusts based on their respective net asset values. Anglo International, which is due to be liquidated next year, responded to the bid from Dominion International by asking shareholders to take no action, but Kleinwort's offer for London Prudential has been accepted by the latter. If successful, Dominion will realise £4m by liquidating Anglo International, Kleinwort, although not in urgent need of the capital, will pick up a similar amount via its offer for London Prudential.

## SUMMARY OF THE WEEK'S COMPANY NEWS

| Company           | Value of bid per share** | Market price** | Price before of bid | Value of bid £m** | Blidder |
|-------------------|--------------------------|----------------|---------------------|-------------------|---------|
| Anglo Int Int Ass | 65                       | 61             | 75                  | Domintion Int     |         |
| Anglo Int Int Ass | 75                       | 49             | 75                  | Domintion Int     |         |
| Brake Band        |                          |                |                     |                   |         |



RESULTS DUE NEXT WEEK

If it is a reflection on the continuing depressed state of the capital goods industries that the brightest performers in the Babcock International group are currently its North American companies...

Ladbroke modest rise

While punters may complain that the bookmaker never actually loses money, there are times when the going is a bit more difficult. Ladbroke Group's interim figures for the period to the end of June, due on Thursday, are expected to show that while betting turnover is up, margins have fallen back from the high levels of 1983...

Wider margins put Toyota profits ahead by 25%

BY OUR FINANCIAL STAFF

TOYOTA MOTOR, Japan's biggest motor group, report a 23 per cent increase in consolidated net profits for the year ended June 1984, following a significant shift to wider margins.

Toyota built 2,435m passenger cars in the year, up 5.6 per cent. It also built 940,988 trucks and buses (up 7.3 per cent), and 155,880 knock-down sets (up 34.8 per cent).

Recurring profits, before taxes and extraordinary, rose by 31 per cent to ¥21,700m last year from ¥298,600m. As a result, Toyota will pay a final dividend of ¥2.5, comprising of a ¥6 regular dividend and a ¥1 special dividend (both in cash).

Fenwick agrees to bid by Linde

BY OUR FINANCIAL STAFF

FENWICK MANUFACTURING, France's bankrupt forklift truck maker, has agreed to be taken over by Linde, the West German engineering group which ranks number three in the international forklift truck league.

Linde was involved in a previous abortive rescue scheme for Fenwick when a spate of negotiations with other possible buyers, including Lancer Brothers of the UK and Balkancar of Bulgaria, fell through last summer.

The French group has been in trouble for some time following the worldwide decline in orders for capital equipment of the type Fenwick produces.

Toronto shelves Dow-linked plan

BY BERNARD SIMON IN TORONTO

THE Toronto Futures Exchange (TFE) has shelved plans to offer a contract based on the Dow Jones industrial average, following strong objections by Dow Jones of New York.

It added that "exchange members and the public would be better served by diverting our resources to other priorities."

fewer than 200 trades were recorded daily. The Toronto-Dominion Bank's latest of Canada's five major banking groups, lifted net income to C\$88.1m (U.S.\$67.8m) or 64 cents a share in the third quarter ended July 31.

Special credit helps boost U.S. retailer

BY DAVID BLACKWELL IN NEW YORK

CARTER HAWLEY HALE, the U.S. department stores group which earlier this year fought off an unwelcome take-over bid from The Limited, reports net earnings of \$29.5m for the second quarter, against \$4.7m last time. Sales rose to \$821m from \$682m.

Discounting all special items, there was a loss from continuing operations of \$21.5m in the second quarter, against a profit of \$4.1m. For the six months, losses from continuing operations totalled \$14.5m, against a profit of \$9.1m.

Posner tops KKR-led bid for City Investing units

BY PAUL TAYLOR IN NEW YORK

MR VICTOR POSNER, the Miami-based investor and chairman of Sharon Steel, has offered \$1,250m for City Investing's Riteem Manufacturing unit, subsidiary and its two major printing units, World Color Press and Jarco. The offer tops, by \$4m, an agreed bid under which City Investing plans to sell its manufacturing and printing businesses to an investor group jointly led by Kohlberg Kravis Roberts (KKR) and Morrill Lynch Capital Markets for \$1,250m in cash.

been considering two bids from groups led by Mr Posner and Merrill Lynch for the whole of the company. The two new offers for just part of the company replace those bids and appear to end the prospect that the whole of the company might be sold.

Banks agree to \$150m financing for Lilco

BY TERRY SYLAND IN NEW YORK

A GROUP of 14 banks has agreed to provide Long Island Lighting (Lilco) with the \$150m financing needed to ward off bankruptcy, but the board of the troubled utility has been obliged to agree to suspend future preference dividends as part of the agreement.

spring from its failure to obtain permission to open its \$4.1bn nuclear-powered plant at Shoreham, near Manhattan.

Singapore bank progress

BY OUR FINANCIAL STAFF

OVERSEAS Union Bank (OUB), the Singapore bank, increased group profit after tax, diminution of asset value and transfer to inner reserves, to S\$23.6m (US\$17m) in the first six months of 1984, up 9.5 per cent from S\$21.5m.

in the six months, from S\$1.5m a year earlier. Its operating revenue increased by 31.7 per cent to S\$16m, from S\$12.2m, and investment and other income jumped by 65.4 per cent to S\$1.1m from S\$660,000.

South African bank lifts net earnings

By Jim Jones in Johannesburg

TRUST BANK, South Africa's fifth largest bank, increased disclosed profits by 15 per cent in the year ended June 30. Net income after tax and transfers to hidden reserves was R42.9m (S\$27.7m), against R37.3m in the previous year.

Hang Seng cuts dividend

BY OUR FINANCIAL STAFF

HANG SENG BANK, the second largest bank in Hong Kong, reports improved net profits for the first six months of 1984, but is cutting its dividend.

Net profits, after transfers to reserves, rose to HK\$302.3m (U.S.\$38.5m), but earnings per share fell to 109 cents from 118 cents in the comparable period last year.

ECONOMIC DIARY

TOMORROW: Department for National Savings monthly progress report (June). TUESDAY: South Africa's Indians vote to elect MPs under new constitution. FT Conference on World Aerospace after the recession. 1st session of Japanese construction orders (July).

BASE LENDING RATES

Table listing base lending rates for various banks including Allied Irish Bank, Anglo Bank, and others, with columns for bank name, rate, and currency.

CAPITAL STRATEGY FUND LTD

Table showing investment performance for Capital Strategy Fund Ltd, including assets under management and returns for various periods.

HOME COMPUTERS FOR THE BUSINESSMAN

The Financial Times proposes to publish a survey on Home Computers for Businessmen on October 1. For further advertising details please contact JACK CATENEY.

Bank of Scotland HOME LOAN RATE advertisement. Bank of Scotland announces that with effect from 3rd September, Bank of Scotland Home Loan rate will be decreased from 13 1/2% to 12 3/4% per annum.

Granville & Co. Limited advertisement. Member of NASDEM. Over-the-Counter Market table showing various securities and their prices.

MONTAGU advertisement. Investment management services provided by Montagu.

WORLD STOCK MARKETS

NEW YORK

Table of New York stock market activity, including stock prices and volume for various companies like AMCA, AMF, and others.

Table of New York stock market activity, including stock prices and volume for various companies like Alcoa, Alcan, and others.

Table of New York stock market activity, including stock prices and volume for various companies like Amstar, Amgen, and others.

Table of New York stock market activity, including stock prices and volume for various companies like Amstar, Amgen, and others.

Table of New York stock market activity, including stock prices and volume for various companies like Amstar, Amgen, and others.

Table of New York stock market activity, including stock prices and volume for various companies like Amstar, Amgen, and others.

Table of New York stock market activity, including stock prices and volume for various companies like Amstar, Amgen, and others.

Table of New York stock market activity, including stock prices and volume for various companies like Amstar, Amgen, and others.

Table of New York stock market activity, including stock prices and volume for various companies like Amstar, Amgen, and others.

Table of New York stock market activity, including stock prices and volume for various companies like Amstar, Amgen, and others.

Table of New York stock market activity, including stock prices and volume for various companies like Amstar, Amgen, and others.

Table of New York stock market activity, including stock prices and volume for various companies like Amstar, Amgen, and others.

Table of New York stock market activity, including stock prices and volume for various companies like Amstar, Amgen, and others.

Investors' indifferent reaction

A MIXED TREND continued to light volume on Wall Street yesterday, when investors reacted indifferently to slightly improved monetary figures.

By 1 p.m. the Dow Jones Industrial Average was up 0.55 to 1,232.92, making a rise of 21.09 on the week, while the NYSE All Commo Index, at 896.13, rose 12 cents on the day and \$1.71 on the week.

There seems to be total indifference today, said Michael Meyer of Oppenheimer and Co. "There is no impetus for the market in either way in the near term," he added.

WALL STREET

was halted to the morning due to a trading imbalance. THE AMERICAN SE Market Value Index firmed 0.35 to 312.58, making a rise of 4.82 on the week.

The Nikkei-Dow Jones Average rose a further 6.54 to 10,554.09. Turnover was 340m (300m) shares. Some investors held off because of the inactivity of Wall Street Thursday.

There seems to be total indifference today, said Michael Meyer of Oppenheimer and Co. "There is no impetus for the market in either way in the near term," he added.

AMSTERDAM

Mixed to higher, with recent good company news as the main factor. The undertone remained positive with advances outnumbering declines, and a few major gains were seen in steady trading.

Shipper Nedlloyd further improved FY 15 to 126.5, following its higher first half results. Mortgage Banks were the most active sector. WUB were up F1 2.20 to 90.20 and FCB were up F1 4.20 to 91.30 with analysts expecting its half-year figures soon.

Oil was particularly in demand following reports of EEC oil find near Peru. Elf led rising shares, adding F1 14 to 255, and trading in Petrolas BP, which owns a 40% share of the permit operated by Elf, was suspended due to heavy demand.

SINGAPORE

Marginally higher on some late shortcovering and bargain hunting to moderate trading. The Straits Times Industrial Index shed 1.10 to 931.15, however, while the S.E. Industrial/Commercial Index rose 0.57 to 966.72.

Markets failed to detect a trend in spite of the higher close, and trading is somewhat perfunctory at the current level. The Commerzbank Index was up 1.5 at 987.50 after a heavy Monday's 988.1 and well below the level of 993.8 seen on Wednesday.

Domestic stock prices closed with a softer tendency as operators held back in the absence of new factors. Banks and Industrials finished mostly below previous levels.

PARIS

Firm in active trading following the monthly Settlement Thursday, and also buoyed by a steady Wall Street. Advances led declines 135-to-87.

Oil was particularly in demand following reports of EEC oil find near Peru. Elf led rising shares, adding F1 14 to 255, and trading in Petrolas BP, which owns a 40% share of the permit operated by Elf, was suspended due to heavy demand.

Domestic stock prices closed with a softer tendency as operators held back in the absence of new factors. Banks and Industrials finished mostly below previous levels.

Vertical advertisements on the right margin, including 'FOREIGN', 'Quic', 'WORLD STOCK MARKETS', and 'LONDON OIL PRICES'.

INDICES

Table of various stock indices including Dow Jones, NYSE, and others.

NEW YORK

Table of New York stock market activity, including stock prices and volume for various companies like Amstar, Amgen, and others.

NEW YORK

Table of New York stock market activity, including stock prices and volume for various companies like Amstar, Amgen, and others.

NEW YORK

Table of New York stock market activity, including stock prices and volume for various companies like Amstar, Amgen, and others.

NEW YORK

Table of New York stock market activity, including stock prices and volume for various companies like Amstar, Amgen, and others.

NEW YORK

Table of New York stock market activity, including stock prices and volume for various companies like Amstar, Amgen, and others.

NEW YORK

Table of New York stock market activity, including stock prices and volume for various companies like Amstar, Amgen, and others.

NEW YORK

Table of New York stock market activity, including stock prices and volume for various companies like Amstar, Amgen, and others.

NEW YORK

Table of New York stock market activity, including stock prices and volume for various companies like Amstar, Amgen, and others.

NEW YORK

Table of New York stock market activity, including stock prices and volume for various companies like Amstar, Amgen, and others.

NEW YORK

Table of New York stock market activity, including stock prices and volume for various companies like Amstar, Amgen, and others.

NEW YORK

Table of New York stock market activity, including stock prices and volume for various companies like Amstar, Amgen, and others.

NEW YORK

Table of New York stock market activity, including stock prices and volume for various companies like Amstar, Amgen, and others.

Notes and footnotes at the bottom of the page, including 'Notes - Prices on the page are quoted on the individual exchanges and are not traded prices. Dealings as per all.'

CURRENCIES; MONEY AND CAPITAL MARKETS

FOREIGN EXCHANGES

Quiet trading

Currencies trade extremely quietly in London yesterday ahead of the long weekend. There was little incentive to take out fresh positions especially since the dollar shows little sign of following any clear trend in the absence of fresh economic indicators.

Rates firm

Interest rates were slightly firmer in London yesterday amid renewed tension over the strikes by dock workers. Three-month interbank money was quoted at 10 1/2 per cent, up from 10 1/4 per cent, and three-month eligible bank bills were bid at 10 1/2 per cent compared with 10 1/4 per cent.

THE POUND SPOT AND FORWARD

Table with columns: Aug 24, Oyo's spread, Close, One month, Three months, % p.a. Includes data for U.S., Canada, Belgium, Denmark, Ireland, W. Ger., Portugal, Spain, Sweden, Norway, Japan, Australia, New Zealand, S. Africa, U.A.E., and Hong Kong.

THE DOLLAR SPOT AND FORWARD

Table with columns: Aug 24, Day's spread, Close, One month, Three months, % p.a. Includes data for U.K., Ireland, Holland, Belgium, Denmark, W. Ger., Portugal, Spain, Italy, Norway, France, Sweden, Japan, Australia, New Zealand, S. Africa, U.A.E., and Hong Kong.

OTHER CURRENCIES

Table with columns: Aug 24, Note Rates. Includes data for Argentina, Australia, Brazil, Canada, Denmark, Hong Kong, India, Israel, Kuwait, Luxembourg, Malaysia, New Zealand, Singapore, S. Africa, U.A.E., and Venezuela.

EXCHANGE CROSS RATES

Table with columns: Aug 24, Pound Sterling, U.S. Dollar, Deutsche Mark, Japanese Yen, French Franc, Swiss Franc, Dutch Guilder, Italian Lira, Australian Dollar, Canadian Dollar, Hong Kong Dollar, Singapore Dollar, New Zealand Dollar, S. African Rand, U.A.E. Dirham.

MONEY MARKETS

LONDON MONEY RATES

Table with columns: Aug 24, 1984, Sterling, Interbank, Local Authority deposits, Treasury Deposits, Market Deposits, Treasury Bills, Treasury Bonds, Eligible Bank Bills, Eligible Treasury Bills, Treasury Notes.

Discount Houses Deposit and Bill Rates

Table with columns: Aug 24, 1984, Treasury Bills, Treasury Bonds, Eligible Bank Bills, Eligible Treasury Bills, Treasury Notes.

FT LONDON INTERBANK FIXING

Table with columns: LONDON INTERBANK FIXING, 11.00 a.m. August 24, 3 months U.S. dollars, 6 months U.S. dollars, 12 months U.S. dollars.

UK clearing banks' base lending rate 10 1/2 per cent (since August 20)

Together draining \$95m and the unwinding of previous sale and repurchase agreements a further \$25m. In addition, there was a rise in the rate of circulation of £50m and banks brought forward balances £50m below target.

EURO-CURRENCY INTEREST RATES (Market closing rates)

Table with columns: Aug 24, Sterling, U.S. Dollar, Canadian Dollar, Dutch Guilder, Swiss Franc, D-mark, French Franc, Italian Lira, Belgian Franc, Yen, Deutsche Mark.

EURO-CURRENCY INTEREST RATES (Market closing rates)

Table with columns: Aug 24, Sterling, U.S. Dollar, Canadian Dollar, Dutch Guilder, Swiss Franc, D-mark, French Franc, Italian Lira, Belgian Franc, Yen, Deutsche Mark.

COMMODITIES AND AGRICULTURE

WEEKLY PRICE CHANGES

REVIEW OF THE WEEK

Table with columns: Latest prices, Change on week, Year ago, High, Low. Includes sections for METALS, GRAINS, OTHER COMMODITIES, and LONDON OIL.

Supply squeeze fears lift copper market

primary aluminum fell during July for the first time since early 1983 as a result of producer cuts, the small decline in output was viewed as disappointing especially as demand is also reported to be weak.

AMERICAN MARKETS

Table with columns: ALUMINUM 40,000 lb. cents/lb, COPPER 30,000 lb. cents/lb, NICKEL 100,000 lb. cents/lb, SILVER 100,000 oz. dollars, WHEAT, BARLEY, RICE, SOYBEAN MEAL, SOYBEAN OIL, CORN, COTTON, SUGAR, COFFEE, CACAO, POTATOES, RUBBER.

AMERICAN MARKETS

Table with columns: ALUMINUM 40,000 lb. cents/lb, COPPER 30,000 lb. cents/lb, NICKEL 100,000 lb. cents/lb, SILVER 100,000 oz. dollars, WHEAT, BARLEY, RICE, SOYBEAN MEAL, SOYBEAN OIL, CORN, COTTON, SUGAR, COFFEE, CACAO, POTATOES, RUBBER.

LONDON OIL

Table with columns: SPOT PRICES, CRUDE OIL - FOB (per barrel), PRODUCTS - North West Europe, Primeira gasoline, Gas Oil, Heavy fuel oil.

GAS OIL FUTURES

Table with columns: High Grade, Standard, 3 months, 6 months, 9 months, 12 months.

GOLD MARKETS

Table with columns: Gold Bullion (fine ounce), Gold Bullion (fine ounce), Gold Bullion (fine ounce), Gold Bullion (fine ounce).

LONDON FUTURES

Table with columns: Tin, Lead, Zinc, Coffee, Soybean Meal, Soybean Oil, Cotton, Sugar, Cocoa, Potatoes, Rubber.

INDICES

Table with columns: FINANCIAL TIMES, FTSE 100, FTSE 250, FTSE 500, FTSE 1000, FTSE 2500, FTSE 5000, FTSE 10000.

INDICES

Table with columns: FINANCIAL TIMES, FTSE 100, FTSE 250, FTSE 500, FTSE 1000, FTSE 2500, FTSE 5000, FTSE 10000.

INDICES

Table with columns: FINANCIAL TIMES, FTSE 100, FTSE 250, FTSE 500, FTSE 1000, FTSE 2500, FTSE 5000, FTSE 10000.

INDICES

Table with columns: FINANCIAL TIMES, FTSE 100, FTSE 250, FTSE 500, FTSE 1000, FTSE 2500, FTSE 5000, FTSE 10000.

INDICES

Table with columns: FINANCIAL TIMES, FTSE 100, FTSE 250, FTSE 500, FTSE 1000, FTSE 2500, FTSE 5000, FTSE 10000.

INDICES

Table with columns: FINANCIAL TIMES, FTSE 100, FTSE 250, FTSE 500, FTSE 1000, FTSE 2500, FTSE 5000, FTSE 10000.

INDICES

Table with columns: FINANCIAL TIMES, FTSE 100, FTSE 250, FTSE 500, FTSE 1000, FTSE 2500, FTSE 5000, FTSE 10000.

INDICES

Table with columns: FINANCIAL TIMES, FTSE 100, FTSE 250, FTSE 500, FTSE 1000, FTSE 2500, FTSE 5000, FTSE 10000.

INDICES

Table with columns: FINANCIAL TIMES, FTSE 100, FTSE 250, FTSE 500, FTSE 1000, FTSE 2500, FTSE 5000, FTSE 10000.

INDICES

Table with columns: FINANCIAL TIMES, FTSE 100, FTSE 250, FTSE 500, FTSE 1000, FTSE 2500, FTSE 5000, FTSE 10000.

F & C Enterprise

F & C Enterprise Trust, an investment trust with the Foreign & Colonial Management Co. reports that its investment portfolio in the first six months of 1984.

F & C Enterprise

F & C Enterprise Trust, an investment trust with the Foreign & Colonial Management Co. reports that its investment portfolio in the first six months of 1984.

Call for UK dock strike finds markets resilient Business volume falls ahead of Holiday weekend

Account Dealing Dates

\*First Declared - Last Account Dealings Date... Account Dealing Dates... 1st Sept 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 1st Oct, 2nd Oct, 3rd Oct, 4th Oct, 5th Oct, 6th Oct, 7th Oct, 8th Oct, 9th Oct, 10th Oct, 11th Oct, 12th Oct, 13th Oct, 14th Oct, 15th Oct, 16th Oct, 17th Oct, 18th Oct, 19th Oct, 20th Oct, 21st Oct, 22nd Oct, 23rd Oct, 24th Oct, 25th Oct, 26th Oct, 27th Oct, 28th Oct, 29th Oct, 30th Oct, 31st Oct, 1st Nov, 2nd Nov, 3rd Nov, 4th Nov, 5th Nov, 6th Nov, 7th Nov, 8th Nov, 9th Nov, 10th Nov, 11th Nov, 12th Nov, 13th Nov, 14th Nov, 15th Nov, 16th Nov, 17th Nov, 18th Nov, 19th Nov, 20th Nov, 21st Nov, 22nd Nov, 23rd Nov, 24th Nov, 25th Nov, 26th Nov, 27th Nov, 28th Nov, 29th Nov, 30th Nov, 1st Dec, 2nd Dec, 3rd Dec, 4th Dec, 5th Dec, 6th Dec, 7th Dec, 8th Dec, 9th Dec, 10th Dec, 11th Dec, 12th Dec, 13th Dec, 14th Dec, 15th Dec, 16th Dec, 17th Dec, 18th Dec, 19th Dec, 20th Dec, 21st Dec, 22nd Dec, 23rd Dec, 24th Dec, 25th Dec, 26th Dec, 27th Dec, 28th Dec, 29th Dec, 30th Dec, 31st Dec.

The call for a nationwide UK dock strike made a strong impression on London stock markets. Awareness of the outcome of yesterday's meeting of national dock union delegates, leading industrialists moved higher and Government securities improved slightly. Shortly after midday, news of the conference call for an immediate strike caused a surprise and the ensuing stability succeeded that markets had discounted the development.

Consideration of the effects on the trade of the approaching August Bank Holiday period and of the extended trading hours, traders were impressed by the market's resilience. Private investors were again relatively active and appeared to be hoping that some dockworkers would refuse to follow union instructions. Later in the session, business slowed to a trickle as both investors and market operators became preoccupied with the holiday. Leading shares from the best and the FT Industrial Ordinary share index, up 5 1/2 at 2.30, drifted back to close 1 1/2 on the day at 236 1/2. The 70 constituents, 16 settled higher and nine lower, the remainder being unchanged.

Steel's loss ground in foreign exchange markets following the drop in the dollar, and the resulting rise in the sterling price of steel, was a major factor in the market's volatility. The market was unsettled by the news that the steel industry was to be reorganised. The market was unsettled by the news that the steel industry was to be reorganised. The market was unsettled by the news that the steel industry was to be reorganised.

Equity & Law feature. Takeover speculation once again spurred Life Insurance. Rumours of an imminent bid saw Equities and Law advanced. The market was unsettled by the news that the steel industry was to be reorganised.

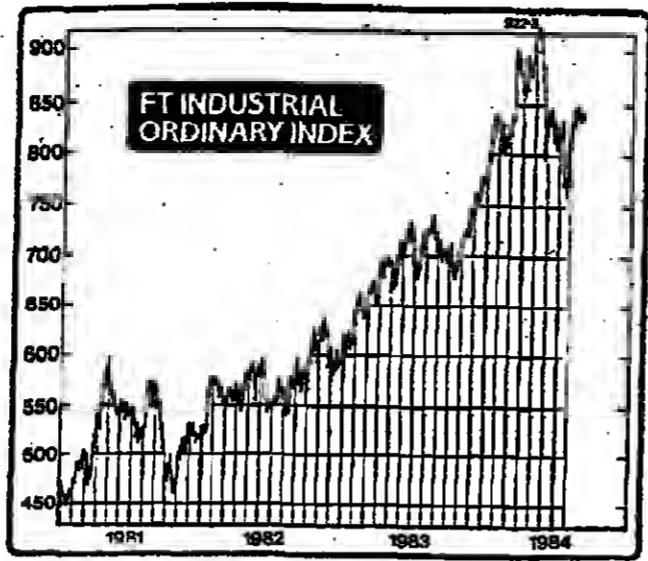
Account Dealing Dates

\*First Declared - Last Account Dealings Date... Account Dealing Dates... 1st Sept 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 1st Oct, 2nd Oct, 3rd Oct, 4th Oct, 5th Oct, 6th Oct, 7th Oct, 8th Oct, 9th Oct, 10th Oct, 11th Oct, 12th Oct, 13th Oct, 14th Oct, 15th Oct, 16th Oct, 17th Oct, 18th Oct, 19th Oct, 20th Oct, 21st Oct, 22nd Oct, 23rd Oct, 24th Oct, 25th Oct, 26th Oct, 27th Oct, 28th Oct, 29th Oct, 30th Oct, 31st Oct, 1st Nov, 2nd Nov, 3rd Nov, 4th Nov, 5th Nov, 6th Nov, 7th Nov, 8th Nov, 9th Nov, 10th Nov, 11th Nov, 12th Nov, 13th Nov, 14th Nov, 15th Nov, 16th Nov, 17th Nov, 18th Nov, 19th Nov, 20th Nov, 21st Nov, 22nd Nov, 23rd Nov, 24th Nov, 25th Nov, 26th Nov, 27th Nov, 28th Nov, 29th Nov, 30th Nov, 1st Dec, 2nd Dec, 3rd Dec, 4th Dec, 5th Dec, 6th Dec, 7th Dec, 8th Dec, 9th Dec, 10th Dec, 11th Dec, 12th Dec, 13th Dec, 14th Dec, 15th Dec, 16th Dec, 17th Dec, 18th Dec, 19th Dec, 20th Dec, 21st Dec, 22nd Dec, 23rd Dec, 24th Dec, 25th Dec, 26th Dec, 27th Dec, 28th Dec, 29th Dec, 30th Dec, 31st Dec.

Account Dealing Dates. The call for a nationwide UK dock strike made a strong impression on London stock markets. Awareness of the outcome of yesterday's meeting of national dock union delegates, leading industrialists moved higher and Government securities improved slightly. Shortly after midday, news of the conference call for an immediate strike caused a surprise and the ensuing stability succeeded that markets had discounted the development.

Consideration of the effects on the trade of the approaching August Bank Holiday period and of the extended trading hours, traders were impressed by the market's resilience. Private investors were again relatively active and appeared to be hoping that some dockworkers would refuse to follow union instructions. Later in the session, business slowed to a trickle as both investors and market operators became preoccupied with the holiday. Leading shares from the best and the FT Industrial Ordinary share index, up 5 1/2 at 2.30, drifted back to close 1 1/2 on the day at 236 1/2. The 70 constituents, 16 settled higher and nine lower, the remainder being unchanged.

Equity & Law feature. Takeover speculation once again spurred Life Insurance. Rumours of an imminent bid saw Equities and Law advanced. The market was unsettled by the news that the steel industry was to be reorganised.



Business late in the session lifted the FT Industrial Ordinary Index to 236 1/2 at 2.30, up 5 1/2 from 231 at 11.00. Among other things, Allied Colloids, the main one script issue, moved up 1 1/2 to 37 1/2 in a narrow market. William Canning added 3 1/2 to 117 on revised speculative interest. Elsewhere, Danish Imatin proposed producer Nova Industries B shares slipped to 112 following slightly lower first-half profits and a broker's sell recommendation before rising to close at 116 1/2, still down 40 points on the day.

Woolworth rise. Dealers reported a fair business in leading Stores with Woolworth particularly favoured and 18 higher at 52 1/2 following the Board's large-scale restructuring proposals aimed at revitalising the store's retailing operations over the next five years. British Home Hardware rose 3 1/2 to 21 1/2 and Marks and Spencer closed a penny higher at 11 1/2. Secondary issues were featured by a speculative rise in 11 in Superdrug to an new peak of 32 1/2 on talk of a bid from Rite Aid Corporation of the US, for the near 72 per cent of the company not already owned. Old speculative favourite, Arthur Denton, rose with a gain of 7 to 8 1/2, while Greenfield Leisure came on offer at 48, down 2 1/2 and leather centre showed Strong and Fisher 5 better at 15 1/2. Leading Electricals traded on a quality firm note. Rises of 4 were recorded in GEC, 205p, Messer, 208p, and Rascal, 330p. Elsewhere, Manford and White featured with a fresh rise of 17 to 17 1/2 in response to agreed increased share exchange terms or a cash alternative of 170p, from Thinstal Telecom. Ferranti was supported on a bid to 28 1/2, while APT rallied 5 to 28 1/2 following interim results, but Kenney Smale eased to 108p on preliminary figures before rising to close on a penny to 111 1/2. In the FT 100, the market earlier in the week on news of Ramsell Tradit's 25.8 per cent share, had a 1 1/2p rise to 10 1/2. Fisons came to 11 1/2, while a gain of 5 1/2 was seen in the day's trading. The market was unsettled by the news that the steel industry was to be reorganised.

Mid-advantage Rowntree Mackintosh... to 64 1/2 for a gain on the week of 27. British Petroleum hardened 3 1/2 to 455p, while Cadbury Schweppes gained the same amount in 1 1/2p on second thoughts about the interim report. Soft drinks concern J. N. Nicols (Kintor) rose 7 to 18 1/2 on a 26p rise ahead of interim results. This on September 3, when a revision of 5 to 18 1/2 was lifted. Associated Fisheries 5-1/2 to 5 1/2. In contrast, Food Retailers displayed several dull notes. Associated Detergents drifted off to close 6 down at 18 1/2 while Lennons shed 2 to 33p on the chairman's cautious optimistic statement at the annual meeting. Gulfair Ordinal A shed 1 1/2 to 25 1/2 and 50p respectively following termination of the talks with an unnamed name which could have led to a closer association.

RTZ advance. Mining markets ended the week on a subdued note as the bullion price again failed to provide a decisive lead. South African Golds opened a shade easier reflecting the liquidation of state bank positions on Wednesday. Despite the Rand's stable performance against the dollar, Johannesburg operators proved to be small sellers for chitna and, although selected issues attracted sporadic London demand, most drifted gently lower throughout the session.

Becham improve. Leading miscellaneous industrial were inclined firmer for choice. Becham, helped by U.S. buyers, touched 245p before seeing 5 dearer on the day of 10p, which was followed by a 10p recovery to 255p. The firm's interim results, but Kenney Smale eased to 108p on preliminary figures before rising to close on a penny to 111 1/2. In the FT 100, the market earlier in the week on news of Ramsell Tradit's 25.8 per cent share, had a 1 1/2p rise to 10 1/2. Fisons came to 11 1/2, while a gain of 5 1/2 was seen in the day's trading. The market was unsettled by the news that the steel industry was to be reorganised.

RTZ advance. Mining markets ended the week on a subdued note as the bullion price again failed to provide a decisive lead. South African Golds opened a shade easier reflecting the liquidation of state bank positions on Wednesday. Despite the Rand's stable performance against the dollar, Johannesburg operators proved to be small sellers for chitna and, although selected issues attracted sporadic London demand, most drifted gently lower throughout the session.

Becham improve. Leading miscellaneous industrial were inclined firmer for choice. Becham, helped by U.S. buyers, touched 245p before seeing 5 dearer on the day of 10p, which was followed by a 10p recovery to 255p. The firm's interim results, but Kenney Smale eased to 108p on preliminary figures before rising to close on a penny to 111 1/2. In the FT 100, the market earlier in the week on news of Ramsell Tradit's 25.8 per cent share, had a 1 1/2p rise to 10 1/2. Fisons came to 11 1/2, while a gain of 5 1/2 was seen in the day's trading. The market was unsettled by the news that the steel industry was to be reorganised.

RTZ advance. Mining markets ended the week on a subdued note as the bullion price again failed to provide a decisive lead. South African Golds opened a shade easier reflecting the liquidation of state bank positions on Wednesday. Despite the Rand's stable performance against the dollar, Johannesburg operators proved to be small sellers for chitna and, although selected issues attracted sporadic London demand, most drifted gently lower throughout the session.

RTZ advance. Mining markets ended the week on a subdued note as the bullion price again failed to provide a decisive lead. South African Golds opened a shade easier reflecting the liquidation of state bank positions on Wednesday. Despite the Rand's stable performance against the dollar, Johannesburg operators proved to be small sellers for chitna and, although selected issues attracted sporadic London demand, most drifted gently lower throughout the session.

Becham improve. Leading miscellaneous industrial were inclined firmer for choice. Becham, helped by U.S. buyers, touched 245p before seeing 5 dearer on the day of 10p, which was followed by a 10p recovery to 255p. The firm's interim results, but Kenney Smale eased to 108p on preliminary figures before rising to close on a penny to 111 1/2. In the FT 100, the market earlier in the week on news of Ramsell Tradit's 25.8 per cent share, had a 1 1/2p rise to 10 1/2. Fisons came to 11 1/2, while a gain of 5 1/2 was seen in the day's trading. The market was unsettled by the news that the steel industry was to be reorganised.

RTZ advance. Mining markets ended the week on a subdued note as the bullion price again failed to provide a decisive lead. South African Golds opened a shade easier reflecting the liquidation of state bank positions on Wednesday. Despite the Rand's stable performance against the dollar, Johannesburg operators proved to be small sellers for chitna and, although selected issues attracted sporadic London demand, most drifted gently lower throughout the session.

FINANCIAL TIMES STOCK INDICES

Table with columns for Stock Index, 1984, 1983, 1982, 1981, 1980, 1979, 1978, 1977, 1976, 1975, 1974, 1973, 1972, 1971, 1970, 1969, 1968, 1967, 1966, 1965, 1964, 1963, 1962, 1961, 1960, 1959, 1958, 1957, 1956, 1955, 1954, 1953, 1952, 1951, 1950, 1949, 1948, 1947, 1946, 1945, 1944, 1943, 1942, 1941, 1940, 1939, 1938, 1937, 1936, 1935, 1934, 1933, 1932, 1931, 1930, 1929, 1928, 1927, 1926, 1925, 1924, 1923, 1922, 1921, 1920, 1919, 1918, 1917, 1916, 1915, 1914, 1913, 1912, 1911, 1910, 1909, 1908, 1907, 1906, 1905, 1904, 1903, 1902, 1901, 1900, 1899, 1898, 1897, 1896, 1895, 1894, 1893, 1892, 1891, 1890, 1889, 1888, 1887, 1886, 1885, 1884, 1883, 1882, 1881, 1880, 1879, 1878, 1877, 1876, 1875, 1874, 1873, 1872, 1871, 1870, 1869, 1868, 1867, 1866, 1865, 1864, 1863, 1862, 1861, 1860, 1859, 1858, 1857, 1856, 1855, 1854, 1853, 1852, 1851, 1850, 1849, 1848, 1847, 1846, 1845, 1844, 1843, 1842, 1841, 1840, 1839, 1838, 1837, 1836, 1835, 1834, 1833, 1832, 1831, 1830, 1829, 1828, 1827, 1826, 1825, 1824, 1823, 1822, 1821, 1820, 1819, 1818, 1817, 1816, 1815, 1814, 1813, 1812, 1811, 1810, 1809, 1808, 1807, 1806, 1805, 1804, 1803, 1802, 1801, 1800, 1799, 1798, 1797, 1796, 1795, 1794, 1793, 1792, 1791, 1790, 1789, 1788, 1787, 1786, 1785, 1784, 1783, 1782, 1781, 1780, 1779, 1778, 1777, 1776, 1775, 1774, 1773, 1772, 1771, 1770, 1769, 1768, 1767, 1766, 1765, 1764, 1763, 1762, 1761, 1760, 1759, 1758, 1757, 1756, 1755, 1754, 1753, 1752, 1751, 1750, 1749, 1748, 1747, 1746, 1745, 1744, 1743, 1742, 1741, 1740, 1739, 1738, 1737, 1736, 1735, 1734, 1733, 1732, 1731, 1730, 1729, 1728, 1727, 1726, 1725, 1724, 1723, 1722, 1721, 1720, 1719, 1718, 1717, 1716, 1715, 1714, 1713, 1712, 1711, 1710, 1709, 1708, 1707, 1706, 1705, 1704, 1703, 1702, 1701, 1700, 1699, 1698, 1697, 1696, 1695, 1694, 1693, 1692, 1691, 1690, 1689, 1688, 1687, 1686, 1685, 1684, 1683, 1682, 1681, 1680, 1679, 1678, 1677, 1676, 1675, 1674, 1673, 1672, 1671, 1670, 1669, 1668, 1667, 1666, 1665, 1664, 1663, 1662, 1661, 1660, 1659, 1658, 1657, 1656, 1655, 1654, 1653, 1652, 1651, 1650, 1649, 1648, 1647, 1646, 1645, 1644, 1643, 1642, 1641, 1640, 1639, 1638, 1637, 1636, 1635, 1634, 1633, 1632, 1631, 1630, 1629, 1628, 1627, 1626, 1625, 1624, 1623, 1622, 1621, 1620, 1619, 1618, 1617, 1616, 1615, 1614, 1613, 1612, 1611, 1610, 1609, 1608, 1607, 1606, 1605, 1604, 1603, 1602, 1601, 1600, 1599, 1598, 1597, 1596, 1595, 1594, 1593, 1592, 1591, 1590, 1589, 1588, 1587, 1586, 1585, 1584, 1583, 1582, 1581, 1580, 1579, 1578, 1577, 1576, 1575, 1574, 1573, 1572, 1571, 1570, 1569, 1568, 1567, 1566, 1565, 1564, 1563, 1562, 1561, 1560, 1559, 1558, 1557, 1556, 1555, 1554, 1553, 1552, 1551, 1550, 1549, 1548, 1547, 1546, 1545, 1544, 1543, 1542, 1541, 1540, 1539, 1538, 1537, 1536, 1535, 1534, 1533, 1532, 1531, 1530, 1529, 1528, 1527, 1526, 1525, 1524, 1523, 1522, 1521, 1520, 1519, 1518, 1517, 1516, 1515, 1514, 1513, 1512, 1511, 1510, 1509, 1508, 1507, 1506, 1505, 1504, 1503, 1502, 1501, 1500, 1499, 1498, 1497, 1496, 1495, 1494, 1493, 1492, 1491, 1490, 1489, 1488, 1487, 1486, 1485, 1484, 1483, 1482, 1481, 1480, 1479, 1478, 1477, 1476, 1475, 1474, 1473, 1472, 1471, 1470, 1469, 1468, 1467, 1466, 1465, 1464, 1463, 1462, 1461, 1460, 1459, 1458, 1457, 1456, 1455, 1454, 1453, 1452, 1451, 1450, 1449, 1448, 1447, 1446, 1445, 1444, 1443, 1442, 1441, 1440, 1439, 1438, 1437, 1436, 1435, 1434, 1433, 1432, 1431, 1430, 1429, 1428, 1427, 1426, 1425, 1424, 1423, 1422, 1421, 1420, 1419, 1418, 1417, 1416, 1415, 1414, 1413, 1412, 1411, 1410, 1409, 1408, 1407, 1406, 1405, 1404, 1403, 1402, 1401, 1400, 1399, 1398, 1397, 1396, 1395, 1394, 1393, 1392, 1391, 1390, 1389, 1388, 1387, 1386, 1385, 1384, 1383, 1382, 1381, 1380, 1379, 1378, 1377, 1376, 1375, 1374, 1373, 1372, 1371, 1370, 1369, 1368, 1367, 1366, 1365, 1364, 1363, 1362, 1361, 1360, 1359, 1358, 1357, 1356, 1355, 1354, 1353, 1352, 1351, 1350, 1349, 1348, 1347, 1346, 1345, 1344, 1343, 1342, 1341, 1340, 1339, 1338, 1337, 1336, 1335, 1334, 1333, 1332, 1331, 1330, 1329, 1328, 1327, 1326, 1325, 1324, 1323, 1322, 1321, 1320, 1319, 1318, 1317, 1316, 1315, 1314, 1313, 1312, 1311, 1310, 1309, 1308, 1307, 1306, 1305, 1304, 1303, 1302, 1301, 1300, 1299, 1298, 1297, 1296, 1295, 1294, 1293, 1292, 1291, 1290, 1289, 1288, 1287, 1286, 1285, 1284, 1283, 1282, 1281, 1280, 1279, 1278, 1277, 1276, 1275, 1274, 1273, 1272, 1271, 1270, 1269, 1268, 1267, 1266, 1265, 1264, 1263, 1262, 1261, 1260, 1259, 1258, 1257, 1256, 1255, 1254, 1253, 1252, 1251, 1250, 1249, 1248, 1247, 1246, 1245, 1244, 1243, 1242, 1241, 1240, 1239, 1238, 1237, 1236, 1235, 1234, 1233, 1232, 1231, 1230, 1229, 1228, 1227, 1226, 1225, 1224, 1223, 1222, 1221, 1220, 1219, 1218, 1217, 1216, 1215, 1214, 1213, 1212, 1211, 1210, 1209, 1208, 1207, 1206, 1205, 1204, 1203, 1202, 1201, 1200, 1199, 1198, 1197, 1196, 1195, 1194, 1193, 1192, 1191, 1190, 1189, 1188, 1187, 1186, 1185, 1184, 1183, 1182, 1181, 1180, 1179, 1178, 1177, 1176, 1175, 1174, 1173, 1172, 1171, 1170, 1169, 1168, 1167, 1166, 1165, 1164, 1163, 1162, 1161, 1160, 1159, 1158, 1157, 1156, 1155, 1154, 1153, 1152, 1151, 1150, 1149, 1148, 1147, 1146, 1145, 1144, 1143, 1142, 1141, 1140, 1139, 1138, 1137, 1136, 1135, 1134, 1133, 1132, 1131, 1130, 1129, 1128, 1127, 1126, 1125, 1124, 1123, 1122, 1121, 1120, 1119, 1118, 1117, 1116, 1115, 1114, 1113, 1112, 1111, 1110, 1109, 1108, 1107, 1106, 1105, 1104, 1103, 1102, 1101, 1100, 1099, 1098, 1097, 1096, 1095, 1094, 1093, 1092, 1091, 1090, 1089, 1088, 1087, 1086, 1085, 1084, 1083, 1082, 1081, 1080, 1079, 1078, 1077, 1076, 1075, 1074, 1073, 1072, 1071, 1070, 1069, 1068, 1067, 1066, 1065, 1064, 1063, 1062, 1061, 1060, 1059, 1058, 1057, 1056, 1055, 1054, 1053, 1052, 1051, 1050, 1049, 1048, 1047, 1046, 1045, 1044, 1043, 1042, 1041, 1040, 1039, 1038, 1037, 1036, 1035, 1034, 1033, 1032, 1031, 1030, 1029, 1028, 1027, 1026, 1025, 1024, 1023, 1022, 1021, 1020, 1019, 1018, 1017, 1016, 1015, 1014, 1013, 1012, 1011, 1010, 1009, 1008, 1007, 1006, 1005, 1004, 1003, 1002, 1001, 1000, 999, 998, 997, 996, 995, 994, 993, 992, 991, 990, 989, 988, 987, 986, 985, 984, 983, 982, 981, 980, 979, 978, 977, 976, 975, 974, 973, 972, 971, 970, 969, 968, 967, 966, 965, 964, 963, 962, 961, 960, 959, 958, 957, 956, 955, 954, 953, 952, 951, 950, 949, 948, 947, 946, 945, 944, 943, 942, 941, 940, 939, 938, 937, 936, 935, 934, 933, 932, 931, 930, 929, 928, 927, 926, 925, 924, 923, 922, 921, 920, 919, 918, 917, 916, 915, 914, 913, 912, 911, 910, 909, 908, 907, 906, 905, 904, 903, 902, 901, 900, 899, 898, 897, 896, 895, 894, 893, 892, 891, 890, 889, 888, 887, 886, 885, 884, 883, 882, 881, 880, 879, 878, 877, 876, 875, 874, 873, 872, 871, 870, 869, 868, 867, 866, 865, 864, 863, 862, 861, 860, 859, 858, 857, 856, 855, 854, 853, 852, 851, 850, 849, 848, 847, 846, 845, 844, 843, 842, 841, 840, 839, 838, 837, 836, 835, 834, 833, 832, 831, 830, 829, 828, 827, 826, 825, 824, 823, 822, 821, 820, 819, 818, 817, 816, 815, 814, 813, 812, 811, 810, 809, 808, 807, 806, 805, 804, 803, 802, 801, 800, 799, 798, 797, 796, 795, 794, 793, 792, 791, 790, 789, 788, 787, 786, 785, 784, 783, 782, 781, 780, 779, 778, 777, 776, 775, 774, 773, 772, 771, 770, 769, 768, 767, 766, 765, 764, 763, 762, 761, 760, 759, 758, 757, 756, 755, 754, 753, 752, 751, 750, 749, 748, 747, 746, 745, 744, 743, 742, 741, 740, 739, 738, 737, 736, 735, 734, 733, 732, 731, 730, 729, 728, 727, 726, 725, 724, 723, 722, 721, 720, 719, 718, 717, 716, 715, 714, 713, 712, 711, 710, 709, 708, 707, 706, 705, 704, 703, 702, 701, 700, 699, 698, 697, 696, 695, 694, 693, 692, 691, 690, 689, 688, 687, 686, 685, 684, 683, 682, 681, 680, 679, 678, 677, 676,





INSURANCE, OVERSEAS & MONEY FUNDS

Table of insurance and overseas funds including Liberty Life Assurance Co Ltd, National Provident Institution, and various international investment funds.

Table of insurance and overseas funds including Sava & Prosper Group, Target Life Assurance Co Ltd, and various international investment funds.

Table of insurance and overseas funds including Scottish Amicable Investments, Transatlantic Life Assurance Co Ltd, and various international investment funds.

Table of insurance and overseas funds including Scottish Widows Group, Vanbrugh Life Assurance, and various international investment funds.

Table of insurance and overseas funds including Standard Life Assurance Company, Sun Life of Canada, and various international investment funds.

Table of insurance and overseas funds including GAL Investments (UK) Ltd, Capital International Fund S.A., and various international investment funds.

Table of insurance and overseas funds including Capital International Fund S.A., Capital Preservation Fund, and various international investment funds.

Table of insurance and overseas funds including Capital International Fund S.A., Capital Preservation Fund, and various international investment funds.

Table of insurance and overseas funds including Capital International Fund S.A., Capital Preservation Fund, and various international investment funds.

Table of money market bank accounts including various international banks and their respective interest rates and services.

Table of money market bank accounts including various international banks and their respective interest rates and services.

Table of money market bank accounts including various international banks and their respective interest rates and services.

Table of money market bank accounts including various international banks and their respective interest rates and services.

Table of money market bank accounts including various international banks and their respective interest rates and services.

OFFSHORE AND OVERSEAS

Table of offshore and overseas funds including various international investment funds and their performance metrics.

Money Market

Table of money market data including interest rates, bank accounts, and other financial indicators.

NOTES: Interest rates given both as a nominal rate and as a percentage rate adjusted for frequency of interest.

FT LONDON SHARE INFORMATION SERVICE

"Income Driven" An investment strategy for today's markets. Ring Freefone Fidelity International.

AMERICANS

BEERS, WINES—Cont.

DRAPERY & STORES—Cont.

ENGINEERING—Continued

INDUSTRIALS (Miscel.)

Table with columns for Stock, Price, and % Change. Includes entries for AMERICANS, BEERS, WINES, DRAPERY & STORES, ENGINEERING, and INDUSTRIALS.

BRITISH FUNDS

BUILDING INDUSTRY, TIMBER AND ROADS

ELECTRICALS

Table with columns for Stock, Price, and % Change. Includes entries for BRITISH FUNDS, BUILDING INDUSTRY, and ELECTRICALS.

"Shorts" (Lives up to Five Years)

CANADIANS

FOOD, GROCERIES, ETC

Table with columns for Stock, Price, and % Change. Includes entries for "Shorts", CANADIANS, and FOOD, GROCERIES, ETC.

Five to Fifteen Years

OVER FIFTEEN YEARS

UNDATED

Table with columns for Stock, Price, and % Change. Includes entries for Five to Fifteen Years, OVER FIFTEEN YEARS, and UNDATED.

Index-Linked

BANKS, HP & LEASING

CHEMICALS, PLASTICS

Table with columns for Stock, Price, and % Change. Includes entries for Index-Linked, BANKS, HP & LEASING, and CHEMICALS, PLASTICS.

INT. BANK AND O'SEAS GOVT STERLING ISSUES

CORPORATION LOANS

COMMONWEALTH AND AFRICAN LOANS

Table with columns for Stock, Price, and % Change. Includes entries for INT. BANK AND O'SEAS GOVT STERLING ISSUES, CORPORATION LOANS, and COMMONWEALTH AND AFRICAN LOANS.

LOANS

DRAPERY AND STORES

ENGINEERING

Table with columns for Stock, Price, and % Change. Includes entries for LOANS, DRAPERY AND STORES, and ENGINEERING.

BEERS, WINES & SPIRITS

HOTELS AND RESTAURANTS

INDUSTRIALS (Miscel.)

Table with columns for Stock, Price, and % Change. Includes entries for BEERS, WINES & SPIRITS, HOTELS AND RESTAURANTS, and INDUSTRIALS.

FOREIGN BONDS & RAILS

BEERS, WINES & SPIRITS

HOTELS AND RESTAURANTS

Table with columns for Stock, Price, and % Change. Includes entries for FOREIGN BONDS & RAILS, BEERS, WINES & SPIRITS, and HOTELS AND RESTAURANTS.

BEERS, WINES & SPIRITS

HOTELS AND RESTAURANTS

INDUSTRIALS (Miscel.)

Table with columns for Stock, Price, and % Change. Includes entries for BEERS, WINES & SPIRITS, HOTELS AND RESTAURANTS, and INDUSTRIALS.

BEERS, WINES & SPIRITS

HOTELS AND RESTAURANTS

INDUSTRIALS (Miscel.)

Table with columns for Stock, Price, and % Change. Includes entries for BEERS, WINES & SPIRITS, HOTELS AND RESTAURANTS, and INDUSTRIALS.

BEERS, WINES & SPIRITS

HOTELS AND RESTAURANTS

INDUSTRIALS (Miscel.)

Table with columns for Stock, Price, and % Change. Includes entries for BEERS, WINES & SPIRITS, HOTELS AND RESTAURANTS, and INDUSTRIALS.

BEERS, WINES & SPIRITS

HOTELS AND RESTAURANTS

INDUSTRIALS (Miscel.)

Table with columns for Stock, Price, and % Change. Includes entries for BEERS, WINES & SPIRITS, HOTELS AND RESTAURANTS, and INDUSTRIALS.

BEERS, WINES & SPIRITS

HOTELS AND RESTAURANTS

INDUSTRIALS (Miscel.)

Table with columns for Stock, Price, and % Change. Includes entries for BEERS, WINES & SPIRITS, HOTELS AND RESTAURANTS, and INDUSTRIALS.

BEERS, WINES & SPIRITS

HOTELS AND RESTAURANTS

INDUSTRIALS (Miscel.)

Table with columns for Stock, Price, and % Change. Includes entries for BEERS, WINES & SPIRITS, HOTELS AND RESTAURANTS, and INDUSTRIALS.

BEERS, WINES & SPIRITS

HOTELS AND RESTAURANTS

INDUSTRIALS (Miscel.)

Table with columns for Stock, Price, and % Change. Includes entries for BEERS, WINES & SPIRITS, HOTELS AND RESTAURANTS, and INDUSTRIALS.

BEERS, WINES & SPIRITS

HOTELS AND RESTAURANTS

INDUSTRIALS (Miscel.)

Table with columns for Stock, Price, and % Change. Includes entries for BEERS, WINES & SPIRITS, HOTELS AND RESTAURANTS, and INDUSTRIALS.

BEERS, WINES & SPIRITS

HOTELS AND RESTAURANTS

INDUSTRIALS (Miscel.)

Table with columns for Stock, Price, and % Change. Includes entries for BEERS, WINES & SPIRITS, HOTELS AND RESTAURANTS, and INDUSTRIALS.

BEERS, WINES & SPIRITS

HOTELS AND RESTAURANTS

INDUSTRIALS (Miscel.)

Table with columns for Stock, Price, and % Change. Includes entries for BEERS, WINES & SPIRITS, HOTELS AND RESTAURANTS, and INDUSTRIALS.

BEERS, WINES & SPIRITS

HOTELS AND RESTAURANTS

INDUSTRIALS (Miscel.)

Table with columns for Stock, Price, and % Change. Includes entries for BEERS, WINES & SPIRITS, HOTELS AND RESTAURANTS, and INDUSTRIALS.

BEERS, WINES & SPIRITS

HOTELS AND RESTAURANTS

INDUSTRIALS (Miscel.)

Table with columns for Stock, Price, and % Change. Includes entries for BEERS, WINES & SPIRITS, HOTELS AND RESTAURANTS, and INDUSTRIALS.

BEERS, WINES & SPIRITS

HOTELS AND RESTAURANTS

INDUSTRIALS (Miscel.)

Table with columns for Stock, Price, and % Change. Includes entries for BEERS, WINES & SPIRITS, HOTELS AND RESTAURANTS, and INDUSTRIALS.

BEERS, WINES & SPIRITS

HOTELS AND RESTAURANTS

INDUSTRIALS (Miscel.)

Table with columns for Stock, Price, and % Change. Includes entries for BEERS, WINES & SPIRITS, HOTELS AND RESTAURANTS, and INDUSTRIALS.

Handwritten signature or mark at the bottom center of the page.





MINES - Continued

Table of stock prices for various mining companies, including Central African, Australians, and Tins.

OVERSEAS TRADERS

Table of stock prices for overseas trading companies.

PLANTATIONS

Table of stock prices for plantation companies.

NOTES

Textual notes and disclaimers regarding the data and market conditions.

CENTRAL RAND

Table of stock prices for Central Rand mining companies.

EASTERN RAND

Table of stock prices for Eastern Rand mining companies.

FAR WEST RAND

Table of stock prices for Far West Rand mining companies.

REGIONAL & IRISH STOCKS

Table of stock prices for regional and Irish stocks.

OPTIONS 3-month call rates

Table of 3-month call rates for various options.

Table of stock prices for various companies in the top right section.

FINANCE, LAND, ETC

Table of stock prices for finance, land, and other sectors.

SHIPPING

Table of stock prices for shipping companies.

SHOES AND LEATHER

Table of stock prices for shoes and leather companies.

SOUTH AFRICANS

Table of stock prices for South African companies.

TEXTILES

Table of stock prices for textile companies.

TOBACCO

Table of stock prices for tobacco companies.

TRUSTS, FINANCE, LAND

Table of stock prices for trusts, finance, and land.

PROPERTY

Table of stock prices for property companies.

INSURANCE

Table of stock prices for insurance companies.

Table of stock prices for various companies in the middle right section.

MOTORS, AIRCRAFT TRADES

Table of stock prices for motors and aircraft trades.

Commercial Vehicles

Table of stock prices for commercial vehicles.

Components

Table of stock prices for components.

Garages and Distributors

Table of stock prices for garages and distributors.

NEWSPAPERS, PUBLISHERS

Table of stock prices for newspapers and publishers.

PAPER, PRINTING, ADVERTISING

Table of stock prices for paper, printing, and advertising.

INSURANCE

Table of stock prices for insurance companies.

LEISURE

Table of stock prices for leisure companies.

PROPERTY

Table of stock prices for property companies.

Table of stock prices for various companies in the middle left section.

MOTORS, AIRCRAFT TRADES

Table of stock prices for motors and aircraft trades.

Commercial Vehicles

Table of stock prices for commercial vehicles.

Components

Table of stock prices for components.

Garages and Distributors

Table of stock prices for garages and distributors.

NEWSPAPERS, PUBLISHERS

Table of stock prices for newspapers and publishers.

PAPER, PRINTING, ADVERTISING

Table of stock prices for paper, printing, and advertising.

INSURANCE

Table of stock prices for insurance companies.

LEISURE

Table of stock prices for leisure companies.

PROPERTY

Table of stock prices for property companies.

Table of stock prices for various companies in the bottom middle section.

MOTORS, AIRCRAFT TRADES

Table of stock prices for motors and aircraft trades.

Commercial Vehicles

Table of stock prices for commercial vehicles.

Components

Table of stock prices for components.

Garages and Distributors

Table of stock prices for garages and distributors.

NEWSPAPERS, PUBLISHERS

Table of stock prices for newspapers and publishers.

PAPER, PRINTING, ADVERTISING

Table of stock prices for paper, printing, and advertising.

INSURANCE

Table of stock prices for insurance companies.

LEISURE

Table of stock prices for leisure companies.

PROPERTY

Table of stock prices for property companies.

Table of stock prices for various companies in the bottom left section.

MOTORS, AIRCRAFT TRADES

Table of stock prices for motors and aircraft trades.

Commercial Vehicles

Table of stock prices for commercial vehicles.

Components

Table of stock prices for components.

Garages and Distributors

Table of stock prices for garages and distributors.

NEWSPAPERS, PUBLISHERS

Table of stock prices for newspapers and publishers.

PAPER, PRINTING, ADVERTISING

Table of stock prices for paper, printing, and advertising.

INSURANCE

Table of stock prices for insurance companies.

LEISURE

Table of stock prices for leisure companies.

PROPERTY

Table of stock prices for property companies.



Standard Life can construct the building you want on industrial parks at Abingdon, Basingstoke, Watford

MAN IN THE NEWS

Dockers' reluctant hero

BY BRIAN GROOM

The latest docks crisis means more public limelight for a man who hates it. Yet Sir John Connolly, national docks secretary of the Transport and General Workers Union, has cut a more impressive figure than many more prominent and ambitious union leaders.



John Connolly

many viewers certainly see as unwarranted use of frightening industrial muscle in pursuit of obscure ends.

His round-the-houses way with words (dockers don't have strength or power, only "industrial influence") should not be mistaken for inarticulateness.

In a union where almost every official claims to be centre-left, Mr Connolly seems more left than centre. He is a dedicated Labour Party member, but does not maintain a high political profile.

It surprised no-one in the TGWU that he did not join the list of hopefuls to succeed Mr Moss Evans as general secretary.

He is a dockers' man—the kind of official who comes up through the ranks and remains loyal to them.

Mr Connolly became head of a group which has several experienced hands, such as the colourful Mr Dennis Kelly, veteran leader of the Liverpool dockers, and Mr Brian Nicholson, the TGWU vice-chairman, a formidable and engaging London dockerman.

The stereotype of the TGWU official as a closet moderate pushed around by militant stewards is not true in this case. Mr Connolly is in line with his colleagues on policy, there is mutual respect, and he has considerable personal influence which has increased as he has grown into the job.

Employers respect him for competence and integrity, but not for his philosophy. The TGWU docks group—and Mr Connolly—are wedded to a policy of extending the dock labour scheme to non-scheme ports, and subjecting the industry to state control and planning.

Moreover, the union has tried where possible to pursue its policy by using industrial muscle—a difficult thing in the current climate. Strike threats have been used like confetti, with mixed success, and Mr Connolly's task has been to prevent the union coming a spectacular cropper. So far he has succeeded, but now he faces his toughest test.

Threats of strikes or industrial action, many of them never revoked, have been made in the past four years. In the past, Mr Connolly has side-stepped potential problems. Two years ago, when the TGWU was locked into a threatened strike to extend the scheme, which might not have been supported, he seized on a government proposal to approach individual ports instead.

Now he looks like a man whose room to manoeuvre has been dangerously restricted by this build-up of militant resolutions. As the TGWU and British Steel drifted towards a confrontation which neither appeared to want, BSC's refusal to bend left Mr Connolly with alarmingly few options.

Rolls-Royce forecasts £100m drop in losses

BY MICHAEL DONNE, AEROSPACE CORRESPONDENT

ROLLS-ROYCE, the state-owned aero-engine manufacturer, will substantially improve its financial performance in 1984 after last year's net loss of £193m, Sir William Duncan, the chairman, said yesterday.

Net losses might fall by at least £100m this year, Sir William said, but he declined to give further details. He was confident the company would return to a period of sustained profits.

During 1983, the company generated an operating profit of £4m. After research and development charges, interest tax and special restructuring costs this was reduced to a net loss of £134m compared with a net loss of £134m the previous year.

Sir William said there were several reasons for confidence. The company was benefiting from reducing its labour force by 30 per cent over the last three years; productivity was improv-

ing; the strength of the dollar was helping it in world markets, because much of its business was conducted in dollars; and world demand for civil engines appeared to be improving.

In recent months, Rolls-Royce had won three major new orders—from Saudi Arabia for £300m-worth of RB-211 engines for Jumbo jets; from Indian Airlines for 58524 engines in Boeing 737 jets; and from Swissair for Tay engines in Fokker F-100 airliners. These were pushing up the company's civil workload.

The civil engine spares business had also shown signs of improvement. The military engine business continued stable, with a strong workload. Sir William stressed, however, that competition in world engine markets was increasing, and every order had to be fought for fiercely. Costs had to be kept down, quality high, and deliveries on time.

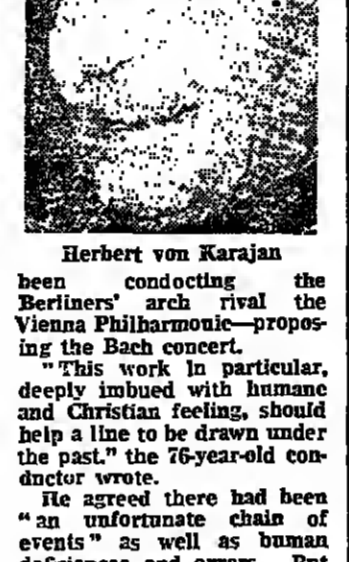
Peace move by maestro of Berlin Philharmonic

By Jonathan Carr in Bonn

THE Berlin Philharmonic Orchestra and its estranged maestro, Herbert von Karajan, have agreed to play together again for the first time in months. They have chosen Bach's B-minor Mass for a concert of reconciliation.

The performance at the Berlin festival next month is meant to help end a bitter dispute, which seemed to have put paid to one of the most admired—and lucrative—music partnerships in modern times.

After a long period of silence, Herr von Karajan sent the orchestra a letter from Salzburg—where he has been conducting the Berliners' arch rival the Vienna Philharmonic—proposing the Bach concert.



Herbert von Karajan

been conducting the Berliners' arch rival the Vienna Philharmonic—proposing the Bach concert. "This work in particular, deeply imbued with humane and Christian feeling, should help a line to be drawn under the past," the 76-year-old conductor wrote.

He agreed there had been "an unfortunate chain of events" as well as human deficiencies and errors. But this should not be allowed to "darken the picture and the impact of a musical march of triumph honoured the world over."

Herr von Karajan said he felt that after the Bach concert "outstanding questions" between himself and the orchestra could be solved in a less tense atmosphere.

Relations between the maestro and his elite ensemble first soured when von Karajan insisted on appointing clarinetist Sabine Meyer.

The conductor is also understood to have objected to the activities of a chamber music offshoot of the orchestra, which he felt undermined the homogeneity of the main ensemble.

In June he cancelled scheduled appearances with the orchestra in Salzburg. The players retorted that von Karajan's attitude was no longer compatible with the duties of an artistic leader of an orchestra.

Since he was appointed "conductor for life" of the Berlin Philharmonic nearly three decades ago, the orchestra's achievements have reflected credit on the city of Berlin. The governing mayor, Herr Eberhard Diepgen, one of those who recently went to Salzburg to beg the conductor to return.

In spite of the forthcoming Bach concert, there are many who fear that the problems will not be smoothed over for long. The Berlin Philharmonic players welcomed von Karajan's proposal but said they would have preferred talks with the conductor right away.

Democrats hit back at Reagan

BY REGINALD DALE, U.S. EDITOR IN WASHINGTON

LEADING Democrats yesterday reacted scornfully to President Ronald Reagan's "coronation" in Dallas as the Republican Party's nominee for another four years in the White House.

They said he had failed totally to address the real social and economic problems of the U.S. Mr Reagan accepted renomination amid scenes of wild enthusiasm at the end of the Republican national convention in this Texas city on Thursday night.

In his formal acceptance speech, he lashed out at the "drunken sailor" spending of the Democrats, and proclaimed his own vision for a glowing, peaceful future for the U.S. and the whole western world.

Senator Gary Hart of Colorado, a defeated challenger for the Democratic presidential nomination this year, attacked Mr Reagan and the Dallas convention for "across-the-board hypocrisy."

The President had been particularly hypocritical, he said, in trying to pin blame for budget deficits on the Democrats. Repeating a theme the Democrats are likely to use extensively before the election on November 6, Mr Hart said that, in only 24 months, Mr Reagan had quadrupled the deficit he had inherited in 1981 from President Jimmy Carter.

Mr Harold Washington, the black mayor of Chicago, said that the Republicans in Dallas had failed totally to address problems of jobs, unemployment and the plight of the country's cities. He was "non-plussed and disturbed" that they had shown so much glee in their convention, disregarding "whole gaps in America's problems." The entire, conservative-demolished Republican convention had been "sort of surrealistic."

Congressman Mark White of Texas, also a Democrat, accused Mr Reagan of having failed to provide for the nation's defence against a conventional military threat, while building up nuclear weapons. The Reagan Administration could not even stop "dope planes", used by drug traffickers, from flying into the country, he said.

Mr Hart was irritated that Senator Paul Laxalt of Nevada, a Republican, had quoted him as describing Mr Walter Mondale, the Democratic presidential candidate, as "mush."

Reagan's conservative gamble, Page 14

Continued from Page 1

ment Secretary, said there was no justification for the strike call and insisted it had been made "entirely to support the miners."

The Labour and Liberal parties called for immediate Government intervention. Mr John Prescott, Labour's transport spokesman, demanded that Mrs Margaret Thatcher cut short her holiday in Switzerland, but the Prime Minister is not expected to return until early next week.

Mr Prescott said: "The Government's total refusal to conciliate, as Britain lurches into industrial chaos, can only be interpreted as a politically-motivated attack on what the Government calls 'the economy within'—namely the trade unions."

The Confederation of British Industry said the strike could have a disastrous effect on the economy. First to be hit would be such bulk imported raw materials as paper, chemicals, textiles, metals, coal and iron ore. The effects would quickly spread to food, components and finished goods.

The Osta was bringing 95,000 tonnes of coking coal for Ravenscroft, which BSC claimed to be desperately needed to avert imminent closure of the plant.

There was some uncertainty as to whether the present imbalance between supply and demand for leaf tea would lead to sustainable price increases. Tate contended yesterday that "history shows that tea prices, upon which plantation profits depend, are highly volatile. Fortuitous gains from high tea prices have masked a performance which is by any standards mediocre."

City analysts suggested yesterday that a cut in Brooke Bond's unusually high level of promotional spending last year might restore growth to the grocery division.

There was some uncertainty as to whether the present imbalance between supply and demand for leaf tea would lead to sustainable price increases. Tate contended yesterday that "history shows that tea prices, upon which plantation profits depend, are highly volatile. Fortuitous gains from high tea prices have masked a performance which is by any standards mediocre."

OFT clears Tate & Lyle bid for Brooke Bond

BY RAY MAUGHAN

THE OFFICE of Fair Trading Lyle for Brooke Bond yesterday cleared the £324m bid by Tate & Lyle as the battle between the two food manufacturing groups intensified.

In a strongly-warded riposte to this week's formal defence document from Brooke Bond, the bidder said the breakthrough cleared by the OFT group when estimating pre-tax profits for the year to the end of June at over £70m, against £48.2m, in the previous year, was "illusory."

The improvement in 1984 results, Tate alleged, "is almost entirely attributable to earnings from plantations, which are dependent on the tea price."

The defence document estimated earlier this week that profits from Brooke Bond plantations had climbed from £12.1m before interest and tax to £31.2m.

This led Tate to assume that "the profit contributions from two of Brooke Bond's three 'core' activities, groceries and timber, are respectively dull and wholly inadequate."

Brooke Bond has said that Denny, the timber division, increased from £8.1m to £11.5m, while the contribution from its packaged teas, Oxo cubes and other grocery products slipped from £38.8m to £36.8m.

The response from Lazard Bros, advising the defence, was to suggest that Tate had probably "panicked" in publishing the circular before its own extraordinary meeting called for Tuesday to sanction the present bid terms and any subsequent revision, and before the offer reached its first closing date on August 30.

City analysts suggested yesterday that a cut in Brooke Bond's unusually high level of promotional spending last year might restore growth to the grocery division.

There was some uncertainty as to whether the present imbalance between supply and demand for leaf tea would lead to sustainable price increases. Tate contended yesterday that "history shows that tea prices, upon which plantation profits depend, are highly volatile. Fortuitous gains from high tea prices have masked a performance which is by any standards mediocre."

CHIEF PRICE CHANGES YESTERDAY

(Prices in pence unless otherwise indicated)

Table with columns for RISES and FALLS, listing various commodities and their price changes.

WORLDWIDE WEATHER

Table with columns for Y'day, midday, and Y'day, listing weather conditions for various cities worldwide.

THE LEX COLUMN

Acid drops from Mr Cube

Index rose 1.6 to 836.8

Novo

Neither the content nor the manner of release overnight of Novo Industria's interim statement went down at all well yesterday with the London price tumbler falling £40 to £140. That makes a total fall of over £100 in the past year, since the 1983 half-timer emerged with all sorts of glamorous news including a 35 per cent sales gain and a pre-tax profit leap of over 50 per cent.

T&L Brooke Bond

Tate & Lyle's second pitch for the hearts and minds of Brooke Bond's shareholders is more strident than the first, but no more substantial than Brooke Bond's defensive effort earlier in the week. The fact that two experienced merchant banks can find so little good to say for their clients is perhaps the best comment on the whole affair.

Some of Brooke Bond's claims verge on the risible; little is served by telling us that its Beaufort Sayo range holds 99 per cent of the UK market (what market?) or that its share of the South African chutney market is 85 per cent. Some of Tate's latest arguments are little better; there is little use in telling us that Brooke Bond's timber subsidiary has lost a total of £10m pre-tax in the past four years, when in the lost of those years it made £5m profit.

The crucial omission in Tate's case is still a forecast for the current year—which is, after all, 10 months gone. At the moment, Brooke Bond's shares, at 11p, stand 7p above the offer price implied by Tate's 378p. But it is hard to know what to make of this, given that

both companies are still the subject of active and independent bid rumour.

Novo

Neither the content nor the manner of release overnight of Novo Industria's interim statement went down at all well yesterday with the London price tumbler falling £40 to £140. That makes a total fall of over £100 in the past year, since the 1983 half-timer emerged with all sorts of glamorous news including a 35 per cent sales gain and a pre-tax profit leap of over 50 per cent.

T&L Brooke Bond

Tate & Lyle's second pitch for the hearts and minds of Brooke Bond's shareholders is more strident than the first, but no more substantial than Brooke Bond's defensive effort earlier in the week. The fact that two experienced merchant banks can find so little good to say for their clients is perhaps the best comment on the whole affair.

Some of Brooke Bond's claims verge on the risible; little is served by telling us that its Beaufort Sayo range holds 99 per cent of the UK market (what market?) or that its share of the South African chutney market is 85 per cent. Some of Tate's latest arguments are little better; there is little use in telling us that Brooke Bond's timber subsidiary has lost a total of £10m pre-tax in the past four years, when in the lost of those years it made £5m profit.

The crucial omission in Tate's case is still a forecast for the current year—which is, after all, 10 months gone. At the moment, Brooke Bond's shares, at 11p, stand 7p above the offer price implied by Tate's 378p. But it is hard to know what to make of this, given that

If Novo can bounce quickly back in July-December to the kind of performance levels that the analysts have been projecting—crudely, 20 per cent sales growth and a 20 per cent net margin—then, the shares could be an a prospective 9/5 of no more than 13 but the market is likely to spend an anxious six months or so debating whether Novo has really gone ex-growth.

Novo

Neither the content nor the manner of release overnight of Novo Industria's interim statement went down at all well yesterday with the London price tumbler falling £40 to £140. That makes a total fall of over £100 in the past year, since the 1983 half-timer emerged with all sorts of glamorous news including a 35 per cent sales gain and a pre-tax profit leap of over 50 per cent.

T&L Brooke Bond

Tate & Lyle's second pitch for the hearts and minds of Brooke Bond's shareholders is more strident than the first, but no more substantial than Brooke Bond's defensive effort earlier in the week. The fact that two experienced merchant banks can find so little good to say for their clients is perhaps the best comment on the whole affair.

Some of Brooke Bond's claims verge on the risible; little is served by telling us that its Beaufort Sayo range holds 99 per cent of the UK market (what market?) or that its share of the South African chutney market is 85 per cent. Some of Tate's latest arguments are little better; there is little use in telling us that Brooke Bond's timber subsidiary has lost a total of £10m pre-tax in the past four years, when in the lost of those years it made £5m profit.

The crucial omission in Tate's case is still a forecast for the current year—which is, after all, 10 months gone. At the moment, Brooke Bond's shares, at 11p, stand 7p above the offer price implied by Tate's 378p. But it is hard to know what to make of this, given that

CAMBRIDGE ELECTRONIC INDUSTRIES PLC Interim Results For the six months ended 30th June 1984. 25.7% increase in turnover to £63.0m. 27.4% increase in profit before taxation to £5.0m. 27.5% increase in earnings per share to 9.1p. 15.0% increase in interim dividend to 2.07p per share.